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Appeal for overhaul of clean car scheme


VIA says changing the CCS will encourage more imports of used hybrids and EVs

Minister urged to act as used-vehicle importers raise alarm over ability to meet emissions goals

An industry association is calling for a significant rethink of the clean car standard (CCS) as it warns the current system is not allowing importers to meet targets set to reduce emissions.

A key concern of the Imported Motor Vehicle Industry Association (VIA) is the weight adjustment used to calculate individual targets, which it says incentivises heavier vehicles and penalises lighter, more fuel-efficient models.

As a result, it's urging the government to overhaul or remove the CCS a little more than two years after the scheme first came into effect.

Instead of working out goals for different models, it recommends applying flat penalties for each gram of carbon dioxide (CO_2) over a set threshold when vehicles are first registered. It also suggests a new levy on petrol to encourage consumers to buy cleaner cars.

VIA warns unless action is taken, the CCS in its current form will exacerbate problems around vehicle shortages, rising costs and market inefficiencies, and lead to a more polluting and ageing fleet.

Weight-adjusted targets have been applied under the CCS since its introduction in January 2023. The government says the formula it uses acknowledges heavier vehicles will have higher CO_2 values and its calculations make allowance for this.

Greig Epps, VIA's chief executive, told Autofile the association wants that element removed and says doing so will allow more affordable used hybrids and EVs to flow into the country.

"As a fleet, we're not meeting

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GUEST EDITORIAL

Striving to get better system for transport

Time of use, road-user charging and tolls can help drive country forward, says Armin Guttke


ARMIN GUTTKE
President, ITSNZ

Congestion costs us all. In Auckland alone, it will cost more than $2.6 billion annually by 2026. It costs us in productivity and fuel consumption, and disrupts labour supply.

These factors flow on to increase the cost of goods and services. In addition, transport accounts for about 40 per cent of our greenhouse gas emissions.

Our transport network connects us to social and economic opportunities, such as health care, housing, education and employment. A sustainable and equitable system is essential for thriving cities and towns.

The country's transport future is at a crossroads where innovation, sustainability and network efficiency must converge to meet our growing needs, and technology has a major role to play.

Smart traffic management and intelligent transport systems can improve infrastructure efficiency, cut congestion and boost productivity. But with an infrastructure funding deficit and fuel-excise revenue declining, new funding models are vital.

Time of use (ToU), road-user charging (RUC) and tolling are all valid solutions to ensure our transport system is funded to be well-maintained, sustainable and equitable in the long term.

Plans for ToU charging in Auckland are drawing on successes in London and Singapore where such systems have reduced traffic and negative health outcomes, and improved productivity.

Auckland is the most congested city in Australasia and could see similar benefits. By encouraging off-peak travel, ToU can ease congestion, improve air quality and make travel times more predictable. Stockholm's congestion charge has resulted in a 14 per cent cut in carbon emissions.

These outcomes align with our climate goals with the Climate Change Response (Zero Carbon) Amendment Act aiming for a 50 per cent drop in emissions by 2030 and net-zero emissions by 2050.

ToU charging also supports the government policy statement on land transport, which emphasises safety, resilience and emissions reduction.

Alongside ToU, the government's push for universal RUC by 2027 and 10,000 charging stations for EVs by 2030 are significant moves forward.

Tolling is another focus area and if pursuing public-private partnerships for tolled roads, contracts should specify safety, service and efficiency targets.

These changes are vital for ensuring a resilient transport system. Technologies – whether ToU, RUC, more tolling or connected vehicles – must work together.

Connected vehicles provide data which can be used to forecast and optimise traffic flows, improve safety and enable smart pricing models to be rolled out.

A whole-of-system approach is needed to support our country's climate, economic and social goals.

T-Tech 2025, ITSNZ's annual conference, runs from July 9-10 in Auckland. Visit www.itsnz.org.

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Toyota Corolla Toyota Prius Honda Fit

CAR WEIGHTS & CCS TARGETS

TOP 3 USED-CAR IMPORTS

Average weight = 1,387kg
Average CCS CO2 target = 108g

Source: VIA

the targets and the weight adjustment is causing too many problems," he says.

"It's holding us back and preventing us from being able to bring in vehicles that will hit those emissions targets. We get anomalies with EVs that achieve zero carbon as one model may get more credits than another because it's bigger.

"You also get smaller vehicles, such as a 1.5-litre Honda Jazz, being penalised more than a Volkswagen Touareg and we've seen some vehicles producing 170-180g of CO2 per kilometre receiving penalties $100 or more lower than those emitting 130g.

"It seems ridiculous if we're trying to encourage people to buy more fuel-efficient vehicles."

VIA outlines its concerns in a paper on "accelerating the path to sustainable transport", which was released late last month and has been sent to Chris Bishop, Minister of Transport.

It states the weight adjustment undermines efficiency in the fleet by incentivising heavier vehicles, while cleaner, lighter cars that meet the targets are getting penalised disproportionately.

The report shows the average used-car weighted target for this year is 108g of CO2 per kilometre and the new-car average is 122g. The overall national passenger car goal is 112.6g.

This means average new cars can accumulate 14g of credits more than used models because they are heavier by 295kg tare on average.

As targets stiffen each year, VIA says the average used import attracts more penalties despite producing lower levels of CO2.

The report adds that New Zealand's journey towards a lower-emissions transport future is also stalling because current policy settings are out of step with economic realities.

VIA believes accelerating the shift to a cleaner fleet requires a practical, affordable and balanced approach – "one that works with consumer behaviour and used market dynamics".

"The fastest way to reduce emissions is to improve access to cleaner, smaller, fuel-efficient vehicles at scale – particularly hybrids – while ensuring fleet volumes remain high."

The document makes a number of recommendations and proposes three strategic policy pillars to support effective decarbonisation.

These include smarter incentives that drive consumer behaviour at point of sale and at the pump.

The others are increased support for the used-imports sector to improve the affordability and supply of low-emissions models, and the practical management of the existing fleet to lower lifetime emissions.

Epps says the CCS, while well-intentioned, is failing to deliver its intended benefits because it is restricting volumes of imports, ageing the fleet and increasing per-kilometre emissions.

"We had low volumes of imports and sales last year, and if we continue to have low volumes we won't be refreshing the fleet," he warns.

"The fleet is getting older, people are driving those older cars more and we will be failing left, right and centre in terms of carbon reduction.

"As an industry, we've often said we have small vehicles, and we have efficient vehicles and hybrids that we can bring in to step us towards goals the country is looking for. We should be trying to encourage people into those cars."

LIMITED AVAILABILITY

Encouraging the wider adoption of electrified and hybrid vehicles is highlighted by VIA as essential for

New charge on horizon

The government is introducing a fee of $22.46 including GST for when imported light vehicles are first registered in New Zealand.

The fee will apply from July 1 and is designed to recover the costs of administering the CCS, which has been funded by the government since January 2023.

An NZTA spokesman says: "We sought public feedback on how to structure the administration fee and most submitters supported charging a flat fee per vehicle at registration.

"People will pay the fee when they register their new-to-New Zealand light vehicle for the first time in person at one of our agents, such as the AA or VTNZ."

The cabinet decided last year the administration costs for the CCS should be funded by the people who use the scheme, not the government.

The NZTA has estimated operating the scheme costs about $6.4 million a year but a restructure process could reduce this to $5.5m.

TOP 3 NEW-CAR IMPORTS

Average weight = 1,682kg
Average CCS CO_2 target = 122g
Source: VIA


Toyota RAV4


Mitsubishi Outlander


Kia Seltos

reducing fuel consumption below the current fleet average and cutting CO_2 emissions.

Cleaner vehicles usually come at a higher cost and it acknowledges behavioural change is needed to motivate more owners to prioritise efficiency over upfront price.

Providing consumers with more choice on cleaner cars and decreasing their overall cost of vehicle ownership "requires reversing the restrictions to supply flow caused by overly stringent CCS targets introduced too early, as well as addressing distortions from weight-based disincentives".

VIA says used imports play a key role in reducing fleet emissions by having a greater focus on smaller, more efficient and lower-emitting vehicles, while new-car sales are dominated by medium to large cars and SUVs.

The availability and mix of used vehicles is largely determined by what was registered in Japan about a decade ago, which includes small hatchbacks and hybrids that are "critical to lower emissions and beneficial to fleet renewal".

The report notes reducing fleet emissions requires a high number of imports, but achieving the 2025 CCS target of 112.6gCO_2/km for passenger cars has limited import volumes.

"The current CCS framework has unintentionally reduced imports due to overly stringent targets that make viable cars unaffordable," it continues. "This has led buyers to retain older vehicles, and increasing operational costs and fleet age, while negating emissions benefits."

Used imports came in at less than 90,000 units in 2024 and to meet CCS targets while balancing penalties and credits, used importers are forced to limit them to below 100,000, explains VIA.

This comes as New Zealand importers also face competition from Russia, Eastern Europe, Africa and South Asia, which has pushed up auction prices.

New Zealand accounts for 4.8 per cent of Japan's used-car exports, down from 8.1 per cent in 2019 and 15 per cent in 2016.

"This diminished buying power has reduced choice and affordability," opines VIA.

"As a result, used-import volumes are plummeting with 2024 marking a 12-year low and 2025 expected to be even lower as importers struggle to source low-emissions vehicles at viable prices. The CCS adds more pressure on top."

However, if there were 100,000 used imports annually, the CCS settings would demand importing 10,000 electric and 60,000 hybrid vehicles – "an unrealistic mix goal given current prices are unaffordable for most New Zealanders".

"As a result, used-import volumes are projected to drop below 85,000, lower than 1990 levels, with limited availability of affordable hybrid and electric options," says VIA.

"This reduction has already slowed fleet renewal and increased the average age of vehicles as seen in 2023 and 2024.

"CCS targets will continue this ageing unless the track is adjusted further. We need to balance volume in, with CO_2 down, with volume out of the fleet."

PAIN AT THE PUMP

VIA's other recommendations to the government include making emissions costs more transparent for consumers, targeting fuel and not vehicles with levies, and introducing stewardship for end-of-life vehicles.

To help manage existing fleet emissions, it says higher levies on fuel purchases will encourage less use of vehicles with inefficient internal combustion engines.

Epps notes VIA doesn't want to stop people using vehicles but wants to reduce fossil-fuel consumption. Its recommendation to government is designed to "punish the use" and not the car.

"We have suggested creating a penalty on petrol that tells consumers directly, through the cost of running their vehicle, that they may have a vehicle that's not as good as it could be for the environment and they should try to find a more efficient one," he explains.

"Placing a hefty, one-off cost through the CCS on buying a car doesn't work because the purchase price is an obstacle people are always trying to get over.

"Once the car is bought, there is zero incentive to drive less or upgrade sooner. The 'pain' is paid up-front and forgotten."

VIA suggests the cost to each vehicle from the CCS, if it remains, should be clearly displayed at the point of sale.

This would be similar to principles from the clean car discount, and make emissions-related costs and benefits more transparent to buyers.

"Re-pegging the penalty to the emissions trading scheme and moving the real price signal to the bowser would finally connect policy intent with consumer behaviour and keep the import pipeline open," its paper states.

Epps adds consumers who can't

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afford higher sticker prices will look to the existing fleet when it comes to their next car, which means older vehicles will remain on the road for longer.

"That's contrary to the objectives of the CCS and our message to the National-led coalition is that we know none of this is your doing, it's not your legislation.

"We're presenting there is legislation in place that they have the power to adjust and, therefore, fix problems facing the used-import industry and consumers in helping the country meet environmental targets."

The report says that without adjustments to CCS policies or increased access to affordable clean vehicles, achieving meaningful emissions reductions will remain a significant challenge.

VIA also notes new and used imports must comply with the CCS regulations, but their standards differ because of the manufacturing gap between new vehicles and older used ones.

"Hybrid SUVs and wagons, such as the Toyota RAV4 Hybrid or Corolla Hybrid, only began mass production in 2017, leaving a limited supply of affordable family-sized hybrids let alone electric stock," the paper states.

"Most hybrids available at auction in Japan are smaller hatchbacks, with only about 10 per cent of hybrids over seven years old – and affordable – being family-sized.

"The situation is worse for EVs with fewer than 5,000 practical used electric family cars available for import annually until at least 2030."

The association notes it initially supported the clean car programme's intent to reduce emissions but warned in October 2021 that its design could lead to unintended consequences.

It predicted the CCS may lead to issues such as vehicle shortages, increasing costs, an older fleet and flawed incentives.

IMPACT OF CLEAN CAR STANDARD

LIGHT FLEET'S AGE PROPORTIONS 2021: PRE-CCS	
AGE	%
0-4 years	18%
5-9 years	18.9%
10-14 years	22.1%
15-19 years	21.1%
20+ years	19.8%
LIGHT FLEET'S AGE PROPORTIONS 2023: POST-CCS	
AGE	%
0-4 years	17.0%
5-9 years	20.5%
10-14 years	18.9%
15-19 years	23.9%
20+ years	19.7%

Source: VIA

"VIA's warnings have proven accurate. Our review of CCS outcomes for 2024 confirms these predictions have largely come true.

"To decarbonise effectively, New Zealand needs transparent tools that align with market dynamics rather than complex schemes."

TRANSPORT CHOICES

While VIA's main concerns surround the used-import industry, Epps adds a whole-of-system approach is needed to tackle transport emissions because the CCS can't carry the entire weight of New Zealand's climate commitments.

As a result, the government is urged to rebalance policy focus to include modal shift and encourage more people to choose buses, bikes and trains instead of cars.

"Focusing solely on the CCS neglects the broader ecosystem of transport choices that shape daily mobility, particularly in urban areas," says Epps.

"Electrifying bus fleets, expanding train services and supporting active transport options – such as cycling and walking through safe, connected cycleways – can deliver rapid benefits.

"A diversified strategy doesn't dilute emissions efforts – it strengthens them, ensuring more New Zealanders can participate in the transition, not just those in a position to buy a cleaner car."

Rebranding for future

One of the country's leading specialist lenders has launched new branding to reflect its growth focus and vision for the future.

Avanti Finance's chief executive officer, Fred Ohlsson, describes it as a "pivotal moment" for the company, which has grown rapidly in recent years.

Fred Ohlsson

"Our brand reflects the scale, ambition and specialist expertise that defines who we are today. It's a brand built for growth – ours and our introducers."

Over the past 35 years, Avanti has expanded into multi-channel and multi-product lenders across automotive, business, property and personal lending.

It has more than 270 employees, supports a network of advisers, dealers and brokers across New Zealand and Australia, and has surpassed $2.8 billion in assets under management.

The rebrand is part of a broader transformation, including investment in technology, product development and an enhanced service experience.

It has also opted to drop its "non-bank" descriptor, and the company's goal is to make complex lending simpler and faster for introducers and customers.

Avanti plans to double its total lending over the next few years and sees opportunities on both sides of the Tasman.

"Our brand reflects who we are and where we're headed," says Ohlsson. "It's modern, technology-enabled and grounded in relationships that set us apart. Just as importantly, it reflects our people. They feature prominently across our new communications and websites."

‘Signal’ sent to car financiers

A dealer and finance lender has been fined $115,000 for failing to provide key information to borrowers about their loans.

El Cheapo Cars, which is based in Wellington, has also been ordered to pay $341,931 in compensation to hundreds of customers.

It follows the company pleading guilty to seven charges the Commerce Commission filed under the Credit Contracts and Consumer Finance Act (CCCFA) over a six-year period.

Vanessa Horne, general manager for competition, fair trading and credit at the commission, says protecting vulnerable consumers is a core priority for the regulator, which made this case particularly important.

She says: “One of our enforcement priorities is to take action when we consider motor-vehicle finance lenders have not met their obligations under the CCCFA.

“We are particularly focused on lenders providing credit to vulnerable consumers.

Vanessa Horne

“The CCCFA is there to protect consumers when they borrow or buy goods on credit and they have a right to be provided with upfront information about changes to their loans.”

In sentencing notes at Porirua District Court, Judge Sainsbury emphasised “disclosure obligations are among the most fundamental protections under the CCCFA, particularly those related to ensuring consumers are aware of their rights and obligations under the consumer credit contract.”

Horne says: “The commission considers this to be a win for consumers and borrowers affected by El Cheapo’s failures who may be entitled to compensation.

“This case should send a strong signal to motor-vehicle financiers that non-compliance with disclosure obligations will not be tolerated.

“Transparency and accountability are fundamental to responsible lending, and are key to building consumer trust and upholding market integrity.”

Borrowers who had a loan with El Cheapo Cars which was varied between 2015 and 2021 may be eligible for compensation. The commission is now getting in contact with affected parties.

The regulator opened its investigation into the company in October 2021 following a customer complaint.

It has also filed civil proceedings against Go Car Finance and Second Chance Finance in the high court.

The commission alleges both lenders breached the CCCFA when providing car finance to borrowers.

The regulator warned last year that its priorities for compliance and enforcement include vehicle loans with action being taken against lenders breaking the law.

When it comes to the CCCFA, it says enforcement will include responsible lending rules and lenders providing credit to vulnerable consumers.

From blue oval to Armstrong's

Simon Rutherford has started with the Armstrong Motor Group as chief executive officer of its import and distribution operation.

He has taken up the job with Auto Distributors New Zealand (ADNZ) after an extensive career with Ford.

Rutherford was most recently general manager of marketing strategy launch and integration with the blue-oval marque's international markets group.

Before that, he was managing director of Ford NZ for eight-and-a-half years during which he also served as president of the Motor Industry Association from 2022-24.

"I'm excited to be given the opportunity to lead the ADNZ team at a time of considerable transition, disruption and opportunity in the industry," says Rutherford.

"I intend to build strong, collaborative and enduring relationships with my colleagues, and our OEM partners, dealers and suppliers."

Troy Kennedy, Armstrong's chief executive, adds: "We're delighted to have someone of Simon's calibre join the group at this critical time. He is well-respected in New Zealand's automotive industry.

"He's a hugely experienced executive, bringing significant global and local knowledge and proven strengths in distribution, retail, operations, strategy, sales, marketing and customer experience."

In his new role, Rutherford will oversee all ADNZ brands. This includes developing and growing Leapmotor and Smart where Armstrong's sees significant growth opportunities. It is also the official importer and distributor of Peugeot, Citroen and Opel.

"This appointment further strengthens our leadership team as we look to build on our success by helping more New Zealanders get behind the wheel of their dream cars," adds Kennedy. "Simon will help take our distributor division into its next phase of growth."

Rutherford started his career in the car industry in 1996 when he became vehicle sales area manager with Brunel Ford in England and then general manager of retail automotive sales for Brunel Ford Bristol.

After that, he joined Ford Motor Company. He worked in the UK for six years as a general field manager covering London and the south-east before being appointed national brand manager for the Mondeo.

Next up was Ford Asia-Pacific and Africa in 2005. Based in Bangkok, Rutherford managed field sales, marketing and order to delivery (OTD) for almost four years.

Then he was off to Shanghai as sales planning and programming manager until 2011 before two-and-a-half years as manager of order fulfilment and OTD.

Dearborn in Michigan, where Ford's global headquarters is, was Rutherford's destination in July 2013. He was manager of global order to delivery before being appointed managing director of Ford NZ in January 2016, a position he held for eight-and-a-half years.

Married with two boys, he enjoys travel, running and sports. As a Nottingham Forest fan, he has enjoyed the team's Premier League revival and the key role All White Chris Wood has played in that.

Armstrong's now employs more than 600 people and retails around 16,000 vehicles per year.

It operates 20 dealerships and represents 18 marques across Auckland, Wellington, Christchurch and Dunedin.

Its wider range of automotive businesses include Armstrong's Autobody and Drive Holidays, and it has a partnership in Auctions Online.

Kia boss gets Kiwi insights

Kia and Giltrap Group representatives at Giltrap North Shore. From left, KT Lee, Matt Godbold, Chris Bradley, Michael Giltrap, Song Ho-Sung, Shawn Rusby, Richard Giltrap, Todd McDonald, Ted Lee, Justin Benzie, Kevin Ahn and Abdul Rakeeb

The president and chief executive of Kia Corporation has flown into New Zealand on a special trip.

Song Ho-Sung took time to visit the marque's head office in east Auckland and the country's leading Kia dealership for sales over the past 16 months.

"Mr Song's visit provided a forum to discuss strategic alignment and highlight our shared vision of business-orientated goals," says Todd McDonald, managing director of Kia NZ.

"Global support of our local direction, especially with the Tasman ute and new EV models waiting in the wings, is critical to our ongoing success.


Chris Bradley, general sales manager, with Song


Matt Godbold, service manager, shows Kia's CEO around

"His visit reinforced to our staff, dealer network and customers that Kia values and appreciates New Zealand. It is an illustration of its commitment to our market.

"In addition to invaluable time with Mr Song, it was also an excellent opportunity to gain insight into future products and exciting innovations we can expect in the not-too-distant future."

Michael and Richard Giltrap, executive directors at the Giltrap Group, greeted Song and introduced him to the staff at the North Shore dealership.

"Kia is an integral part of the Giltrap Group's new-model portfolio, especially in the EV space and with the new Tasman, so it was a privilege to host Mr Song while he was in Auckland," says Michael Giltrap.

"It's a real sign of belief in the product that the president and CEO decided to come to our showroom. It also provided a great confidence boost for our team."

The Kia Tasman and EV4 are slated to hit the market during this year's third quarter.

Tech key to lender's $5b goal

Avanti Finance has refreshed its brand as part of a long-term strategy to increase its total lending from about $2.8 billion today to $5b over the next four years.

The company, founded in 1989, aspires to become New Zealand and Australia's number-one specialist lender and says last month's rebrand is part of a broader transformation that includes investment in technology and new product development.

Lee Robson, general manager auto, explains the move signifies a revitalisation in terms of "our brand identity and our ambitions for the future".

"There's been a huge amount of work over many years to get us to where we are today," he says. "In the past 12 months, in particular, we've worked to become more agile to be able to go to market with a compelling proposition that highlights we are a brand of the future. A brand people want to be associated with.

"Today we have $2.8b worth of loans under management across property, auto, personal and business loans. We have a target in the next four years for that to be $5b. There are a number of things we've identified that are going to enable that growth.

"We're very much match fit in terms of being digitally and technically resourced to be able to deliver change to the market in a fast and meaningful way."

Robson describes Avanti as an introducer-centric business focused on providing products to meet the needs of New Zealanders. He notes the business has also learnt from its "fair share of challenges" over the years.

"There will always be regulation or legislative changes that require us to pivot," he adds.

"However, we've set our business up in such a way that we're able to minimise external influences that affect our service proposition and technology platforms. We can quickly pivot to meet the needs of the market."

TRANSFORMATION POWERED BY INNOVATION

Changes for the company over the coming years will be influenced by technological advances and learnings from other markets worldwide, such as Australia and the US.

Robson says Avanti is not just tapping into today's technology, but is already exploring potential future developments to see how those may support the business.

As for scrutinising other evolved markets, that's being done to learn what they are doing differently compared to New Zealand.

"We need to understand globally what

Lee Robson, general manager auto at Avanti Finance

changes are happening and ensure we're being the very best we can be, which sometimes means looking at how another team plays.

"These are explorative journeys to understand what our future may look like. No two markets are identical and there are takeaways we will be looking to adapt into our service operation in the coming years."

Over the past 36 years, Avanti Finance has grown into a multi-channel, multi-product lender operating across property, automotive, personal and business lending.

The company now has 270 employees and supports a network of advisers, dealers and brokers across New Zealand and Australia. It has surpassed $2.8b in assets under management and helped more than 300,000 customers.

As part of the rebrand, Avanti has dropped its "non-bank" descriptor to reflect its core strength in specialist lending.

DEALER-CENTRIC SOLUTIONS

Mark Greenfield, head of business development

Mark Greenfield, head of business development at Motorcentral Technologies

at Motorcentral Technologies, which was acquired by Avanti in 2023, says his team brings in-house development capability that enables Avanti's growth goals to be realised.

"We're able to rely on our own internal development, which is driven by what our customers, introducers and people need," he explains.

"Not having to rely solely on external providers allows us to scale quickly and innovate off feedback, frustrations and problems that the people our services are designed for experience."

Greenfield adds an important part of the strategy is about improving Avanti's products and solutions. This will help dealers and other introducers "acquire more customers, convert more customers and retain more customers as more needs are met".

He says: "This journey over the next five to 10 years isn't going to stop. We will evolve the digital experience to deliver what customers need when purchasing and financing a vehicle.

"We don't just care about today, we want to ensure the dealer and Avanti are the financier of choice for the next purchase and the purchase after that."

One of the key challenges will be to increase the number of finance conversions if vehicle sales remain static.

"For the past year, all dealers have experienced a market largely driven by customers purchasing out of need, as opposed to the luxury of want," says Greenfield.

"Uncertainty of affordability has increased the importance of engaging with and educating customers early on in their journey with finance options. This can significantly improve conversion and the overall experience customers have."

Robson predicts the demand for finance to support car purchases will grow in line with the market and customers will have more options at their fingertips than before as technology advances.

"We believe the automotive industry has a bright future. Avanti is invested in that future by developing the best products available to help businesses grow.

"We are committed to offering a range of solutions that meets the needs of our introducers and their customers as effectively and effectively as possible to help conversion of every opportunity.

"A large percentage of vehicles that go on the road are funded in some shape or form and Avanti wants to represent that space as much as we can."

Group shakes up showrooms

The era of car brands all having standalone dealerships is past, according to Gazley Motors' managing director, with his company making upgrades to its showrooms across the Wellington region.

The developments have come as Myles Gazley looks to make the most of the space his business has rather than acquiring new sites.

A new, second-floor showroom is being created at its premises on Cambridge Terrace in the capital. The aim is to have that completed by late August or early September.

The project follows an extension and revamp of the property's ground floor, which now houses the Abarth, Alfa Romeo, Cupra, Fiat, Jeep and Ram brands.

Other recent changes include moving Skoda out of the city to Lower Hutt, with Volkswagen Commercial Vehicles shifting in the opposite direction to share a space with the German marque's passenger cars in Kent Terrace, Wellington.

"If you look at what we're doing, we aren't taking on more sites but adding value to what we've got," explains Gazley. "It has cost many millions, but we own our property so it's an investment in the future.

"There's no point renting more and more space. It's better to make the best of what you have with brands sharing spaces and multi-level showrooms. That's what I expect we will have more of moving forward.

"It's also good that brands are understanding the challenges around the cost of business and agreeing to share facilities because the old days of everyone wanting and being able to have their own standalone sites have gone."

The Cambridge Terrace redevelopment has involved extending the building and refurbishing the facility with a new Cupra identity from Spain, as well as renovating the Jeep and Ram site.

In addition, a new showroom for Fiat and Alfa Romeo is being constructed in Lorne Street behind Cupra.

"We've been lucky with support from the Giltrap Group, which has been one of our important distributors since 2002, on developing the Cupra showroom. That has driven us to invest in it. We're hoping it will really pay dividends in the end.

"It gives Cupra a lovely presence on Cambridge Terrace, and maintains the corner site for Ram and Jeep. I'm proud of the site, it looks amazing."

The facility was officially launched in April with a charity function attended by about 220 people with thousands of dollars raised for Ronald McDonald House.

Further work ▶

It's better to make the best of what you have with brands sharing spaces
– Myles Gazley

Inside Gazley's new Cupra showroom in Wellington

at the property is under way with the company installing a 400sqm showroom in an area previously used for car parking on the roof of the showroom housing Cupra, Jeep and Ram.

"We're creating a high-profile, two-storey facility," Gazley told Autofile. "We're talking to different brands and there are quite a few interested parties that would love to go in there. It will be the first two-level sales facility on Kent or Cambridge Terrace."

Skoda completed its move into a rebranded Victoria Street, Lower Hutt, dealership in October last year. That allowed Gazley Motors to create a Volkswagen centre in the capital by having the brand's commercial and passenger vehicles, along with specialised salespeople, on one site.

"These changes needed to happen. Skoda needed its own home, identity and dealership.

"It meant we could join our Volkswagen offerings together.

"A full renovation of the interior and exterior of what was previously a Skoda showroom has turned our Kent Terrace property into a centre for VW."

The changes come as "green shoots" for the new-vehicle sector start to emerge after registration numbers declined last year.

Gazley adds: "We can see some growth in the market. We are growing a bigger presence around fleet, and looking at continuing to invest in our people and facilities.

"The whole Wellington region is less than one-quarter the size of Auckland and has its challenges, but it has opportunities as well.

"We've seen a massive resurgence in servicing and parts since the market went quieter last year, and that's because people are keeping their cars going longer rather than buying new vehicles.

"As the official cash rate comes down, I also think we will see consumer spending start to increase with more money being spent on cars, servicing and parts.

"We're concentrating on a good financial year, making the most of what facilities we've got and hopefully looking forward to a good year."

Providing right-to-repair pathways

The Imported Motor Vehicle Industry Association (VIA) has come up with a range of different options to what's being proposed in an amendment bill to legislate for right to repair in New Zealand.

Oral submissions on the revamp of the Consumer Guarantees Act (CGA) were heard by a parliamentary select committee last month into what's been tabled by Green Party co-leader Marama Davidson in her member's bill.

It seeks to force manufacturers to make parts, tools, facilities and information publicly available to extend the lifetime of products and limit waste going to landfill.

However, industry organisations say a one-size-fits-all approach will not work for the automotive sector, as reported in the May issue of Autofile.

For example, concerns include the impact on bringing in used cars with VIA also making its own suggestions on ways to uphold what the right-to-repair initiative aims to achieve while avoiding unintended consequences.

1 One option the association has come up with is creating a legal safe harbour for businesses unable to supply repair information held by original equipment manufacturers (OEMs) if they provide pre-sale disclosure.

Its intent is to recognise independent importers' limits because they aren't affiliated with OEMs and can't be expected to provide proprietary repair documents, diagnostic software or activation codes.

VIA says a safe harbour would preserve transparency, protect retailers and importers from unintentional non-compliance, and prevent repairable and affordable products being removed from the market.

An importer would be exempt from obligations if they clearly disclose at or before the point of sale that they are unable to provide repair information or OEM service support.

VIA is concerned about the impact of right-to-repair proposals on imports of used cars

Instead, buyers would be told goods have been imported independently and they could be provided with information about third-party platforms for repair data or community-based solutions.

This approach would require a "small but clear carve-out" in the amended section 12 of the CGA and a code of practice to define disclosure formats.

2 VIA's second idea is impose repair-access obligations on OEMs based on product origin to ensure documents and tools are made reasonably accessible regardless of how they enter the market.

The current CGA framework construes the importer to be the "manufacturer" for quality and performance. While this works well in traditional contexts, the association says it fails when OEMs retain control over digitally locked or software-restricted goods.

Under the bill as drafted, independent importers would be unable to meet the obligation of providing the likes of that, so this option assigns repair-access responsibilities to OEMs, which would have to ensure their products can be fixed.

VIA believes this will likely lead to greater modularity in product design, increased availability of replacement parts, fasteners and components being standardised, and clearer service documents being produced.

Specifically, OEMs would have to make documentation, diagnostic tools, software updates, activation codes and other technical materials available to any buyer or repairer on request under fair and reasonable terms irrespective of how products are imported.

A legislative clause of this nature could be introduced in the amended CGA or specific provisions for right to repair set up.

3 A government-managed digital platform – coined by VIA as a "repair information clearing house" – is its third policy option. It would mean OEMs and other data holders having to upload documents, diagnostic protocols, software tools and parts catalogues.

In addition to serving consumers, repairers and suppliers, it would also provide a centralised portal for OEMs to meet their legal obligations. This would create a public-interest institution to share information that supports repair rights, promotes competition and unlocks innovation.

OEMs would need to upload repair manuals, diagnostic software and technical bulletins in a secure environment to meet fair-access obligations without negotiating requests.

The clearing house would include a searchable interface for consumers and repairers, while a request-and-bid system would allow users to flag their needs and enable third-party suppliers or remanufacturers to respond.

VIA believes such a model "provides a robust tool to support right to repair beyond the reach of market-only solutions".

4 A mandatory labelling scheme for certain categories of goods is VIA's fourth suggestion. Similar to energy ratings, it would require OEMs or importers to disclose repairability details at point of sale.

Scores would focus on availability of parts, manuals and repair tools, ease of disassembly and expected lifespan.

This would ensure consumers can identify what goods can be fixed and incentivise manufacturers to improve repairability through market pressure rather than just enforcement.

The government could develop a scoring system similar to models used in France or being developed in the EU. For the likes of legacy goods, disclosures would be used to outline limitations, including no support or no parts available.

5 The final option is an exemption from right-to-repair obligations for second-hand goods, including those sold in trade.

It would apply to items previously owned, registered or sold via retail or distribution channels not affiliated with OEMs. VIA says this approach aligns with how used goods are already treated under New Zealand law and consumer expectations.

In practice, most independently imported goods, particularly vehicles, already meet this definition – any car previously registered overseas is classed as "used" here, even it has minimal mileage.

Similarly, parallel-imported electronics, appliances or machinery although often "like new" have changed ownership outside the OEM's authorised supply chain and would be treated as "used".

If adopted, VIA believes this exemption would result in many parallel imports sold as "new" being reclassified as "used" to comply with right-to-repair legislation and would be exempt from documentation obligations.

This would standardise how cars and other goods are treated, support consumer access and allow traders to continue offering high-quality products while maintaining compliance.

When products are brought in independently of the OEM and classified as "used", VIA says it's unreasonable to expect the importer to provide repair documents, software or diagnostic tools they cannot access.

It contends this exemption would restore balance by protecting consumer rights while respecting suppliers' limitations, and ensuring competition, product diversity and affordability remain part of the market.

COMBINING OPTIONS

VIA says all five of its policy options offer a "valid and practical pathway" to ensuring Kiwis can access repair documents, tools and services without undermining choice, market competition and the viability of independent importers.

That said, it concedes all would have limitations if implemented on their own, so a robust solution lies in combining their strengths.

For example, used goods can be exempt under option five, but still supported via third-party platforms in option three.

OEMs can be required to support their products as stated in option two, but through market based or government-managed platforms that streamline compliance – as in options three and four.

Disclosure from option one and labelling from option four can ensure consumer expectations remain realistic and informed.

"An amalgamated position combines the strongest elements of the five options into a practical


Any legislation on right to repair needs to avoid unintended consequences for the car industry, says VIA

framework. It is designed to ensure that it succeeds by delivering real access for consumers without undermining parallel importing."

There are strands from options tabled by VIA which it recommends should be taken forward within an amalgamated framework.

These include an exemption for used goods outlined in its fifth option because it excludes right-to-repair obligations for goods that qualify as "used". Its definition would align with the NZTA's treatment of imported vehicles, ensure consistency across products and protect importers who cannot access OEM resources.

The importer safe harbour – from option one – would require sellers of independent imports or used goods to provide consumer disclosures on what OEM repair support is available. The seller must advise the buyer when such documents are unavailable. This promotes transparency without penalising suppliers for circumstances beyond their control, says VIA.

A product-based repair obligation based on origin, as detailed in the association's second option, would place a legal obligation on OEMs to provide repair documents, software and tools for their goods regardless of the import channel. This includes cars and other product categories.

Centralised access with open participation would see a government platform hosting OEM-supplied repair documents and diagnostic tools which buyers, retailers and repairers can access. As outlined in option three, this will become a shared repair infrastructure to benefit all consumers and businesses.

Finally, there's mandatory repairability labelling for product categories and standardised repairability disclosures. This empowers buyers to make informed decisions and encourages OEMs to compete on product longevity, as outlined in option four. It also provides a transparency tool for parallel importers to sell goods without misrepresentation.

VIA notes all obligations and platforms described in its framework must include access to a fair, independent and low-cost dispute resolution service.

"This amalgamated framework delivers the benefits of each approach while offsetting their individual weaknesses," VIA says. "Used goods may be exempt from direct obligations, but can still be supported through public and market-based platforms.

"OEMs are required to support what they control, while independent importers remain protected. Repairability labelling and disclosure protect consumers without overburdening small traders or creating enforcement nightmares.

"This framework recognises the complexity of modern supply chains and supports a resilient, competitive and consumer-friendly repair economy."

Spotlight on smarter transport

Co-operative intelligent transport systems (C-ITS) will be among the hot topics at T-Tech 2025 as it brings together leaders, experts and researchers from here and overseas.

The country's premier annual transport technology conference is being run by ITSNZ at the University of Auckland next month.

This year's theme is "positive impact through smarter transport" and an array of subjects, such as developing and deploying ITS and future technologies, will be on the agenda.

One project being featured at T-Tech 2025 will be the Australian Integrated Multimodal Ecosystem (AIMES). If you have been travelling around Melbourne lately, you might even have taken part in it without realising.

Being run by the University of Melbourne with almost 40 business and government partners, AIMES is a C-ITS test bed covering 100km of roads on the CBD's fringe.

Contained within the area are up to 1,000 sensors on roadsides and in selected cars, trucks and on public transport.

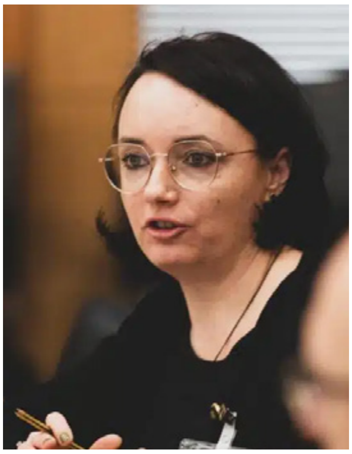
It's essentially the world's first urban laboratory for collecting data not only on where and how people are travelling, but the connectivity of all modes of transport.

Experts are also looking into factors that may influence travel modes and departure times, such as new public-transport routes, discounted fares, the weather and congestion.

While autonomous cars may grab headlines in the realm of ITS, connections between infrastructure, transport systems, vehicles and users need to be running via an integrated multimodal management system before they can even go on our roads.

This is where AIMES comes in because its live network in parts of Melbourne enables data to be gathered on implementation considerations and allows experiments with connected vehicles' effectiveness in a real-world setting.


C-ITS use wireless technology to enable real-time vehicle-to-vehicle and vehicle-to-infrastructure communication



Michele Mueller, left, from the Department of Transportation in Michigan, and Nina Elter, CEO of Newroad Consulting, are keynote speakers at T-Tech 2025

The data can help inform future policy decisions and investments, such as developing regulatory frameworks to guide industry development.

There will be more than 50 local and international speakers at T-Tech 2025 covering a plethora of subjects, such as data, AI, analytics and cybersecurity, integrated mobility and connected systems.

Others are smart transport modelling, demand management and transport pricing, and safe and resilient infrastructure.

Michele Mueller, manager for connected, automated vehicles and electrification at the Department of Transportation in Michigan, is flying in for the conference.

Mueller specialises in advanced technologies. Her projects have involved collaborating with original equipment manufacturers, automotive suppliers, and software and hardware developers.

Another international keynote speaker is Nina Elter, chief executive officer of Newroad Consulting, a strategic advisory firm based in Germany. She has more than 25 years' experience in transport and technology, and specialises in infrastructure funding, road safety and sustainable development.

Elter has a strong record in setting and executing strategies for market entry, business expansion and advocacy, and has worked with EROAD in New Zealand.

Brent Johnston, chief of staff at the Ministry of Transport, will be talking about revenue, and Wayne Brown, Mayor of Auckland, will also be attending.

Another speaker is Nick Collins, programme director for AIMES. He works for Victoria's Department of Transport and Planning.

Dr Ranjan Pant, team lead of transport engineering at the NZTA, and Silas Wong, regional manager for Siemens' mobility-as-a-service business in Asia-Pacific, are also on the programme.

Armin Guttke, chair and president of ITSNZ, will focus on connecting, promoting and advocating for a better, smarter and more sustainable transport system on behalf of his members and the wider sector.

Outside the organisation, he has held private and public-sector leadership roles, including most recently at NZ Police working on mobility and digital projects. Guttke has also led projects for Toyota NZ and the NZTA.

The conference's MC is Liz Yeaman, managing director of transport electrification consultancy Retyna Ltd, which she started in 2018, and non-executive director of ChargeNet.

She's a familiar face to many in the automotive industry from her time at the Energy Efficiency and Conservation Authority where she oversaw the EV programme and low-emissions vehicle contestable fund.

T-Tech 2025 runs from July 9-10 at the University of Auckland's transportation research centre in Khyber Pass Road. Visit itsnz.org for more information. ⊕

Kiwis can't get enough of video

Following last month's deep dive into the Meltwater 2025 Digital New Zealand report, we're zooming in on a standout trend – video content consumption.

People are watching more video than ever before, and this shift offers a compelling opportunity for automotive marketers looking to drive real engagement and conversion.

According to Meltwater's report, 70.5 per cent of Kiwis use the internet to watch videos with smartphones, tablets and connected smart TVs being the most common devices.

From quick how-to clips to long-form streaming, video now sits at the centre of digital-media consumption.

Using YouTube as an example, its reach is unparalleled because 79 per cent of our country's population can be engaged via this channel. That compares with up to 65 per cent that advertisers are able to reach on Facebook and 48 per cent on Instagram.

This shift isn't just about eyeballs, it's also about dollars because advertisers are following the audience. Media spend on video on demand rose by 14.2 per cent year-on-year, equating to a $41 million increase.

As more viewers cut the cord on traditional TV and go to on-demand platforms, this is a crucial moment for automotive marketers to rethink how, where and when they deliver their messages.

JAMES HENDRY
Director, sales and operations
AdTorque Edge NZ

BUSINESS OPPORTUNITIES

For the car industry, video offers something that static formats and even some traditional digital channels can't. That's emotion, storytelling and context.

A 30-second advert can show a vehicle in motion, highlight its tech features or create a narrative that connects with a viewer on a deeper level.

Most dealers aren't taking full advantage of this space. The majority continue to focus on search and social, which are effective but saturated. Video platforms, especially broadcaster video on demand (BVOD) and YouTube, offer the chance to reach a more engaged audience.

CONTEXT IS KEY

One standout example of smart video marketing comes from a case study on the importance of contextual targeting to drive qualified leads. The goal was to increase leads and sales. The strategy involved leveraging contextual intelligence to place video ads in related video content.

For a dealership campaign, think delivering the advert alongside reviews, how-to on car features and so on. The results spoke volumes:

- The cost per lead was 61.5 per cent lower than the advertiser's best-performing pay-per-click activity.
- The conversion rate was 61.67 per cent higher compared to the control group.

This isn't just a win for video. It is proof that where your message appears matters as much as the message itself. Pairing video with relevant content results in more than just views, it also drives action.

LOOKING TO THE FUTURE

If planning your dealership's marketing strategy for the rest of this year and into 2025, now is the time to lean into video. Here's how to get started:

1 Incorporate BVOD and YouTube into your media mix – these platforms offer mass reach with the benefit of targeting and measurable results.

2 Think mobile first, but don't ignore smart TVs – 58 per cent of Kiwis consume video via them, which means your adverts can have the same impact as traditional TV but with better targeting.

3 Use contextual targeting – don't just rely on demographic data, but also consider the type of content your audience is watching and align adverts accordingly.

4 Test, learn and optimise – track cost per lead and conversion rates closely. Video is a performance channel when done right.

As consumer behaviour continues to evolve, so too must marketing tactics. Video isn't just a branding tool. It's a workhorse that can drive meaningful leads and conversions when leveraged smartly.

Kiwis are spending more time than ever watching video across different devices. If your dealership isn't already there, it's time to make a move.

When it comes to staying top of mind and turning interest into action, few formats can compete with the power of video.

Industry movers


Peadar Walsh

PEADAR WALSH has become S&P Global Mobility's general manager of mobility for New Zealand and Australia.

Walsh was previously with Jato Dynamics as global head of digital marketplaces.

His career includes roles at General Motors Holden, Volkswagen Financial Services and as a dealer principal for Nissan.

Audrey Tedford, global vice-president of S&P Global Mobility, says: "His leadership and understanding of the automotive and mobility sectors will be an asset as we serve clients and expand our footprint in Australia and New Zealand."

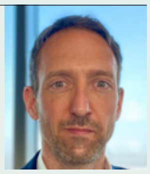

Ian Bennett

IAN BENNETT has joined the company as a business development specialist. His past roles have covered strategic consulting, sales, marketing and product, change management and operations.

Bennett previously worked with Carbar. He has also held senior positions with Stratton Finance and Carconnect, and sales roles for Porsche and BMW. "Ian's expertise and vision will complement Peadar's leadership as we enhance our offerings in automotive," says Tedford.

The appointments are part of the company's commitment to deliver insights and solutions to clients on both sides of the Tasman, and connect with teams across global markets.

The company is a division of S&P Global. It provides credit ratings, benchmarks, analytics and workflow solutions in capital, commodity and automotive markets.



MIKE TSESMELIS has joined Stellantis as managing director for New Zealand and Australia. He is responsible for overseeing Jeep, Alfa Romeo, Fiat, Fiat Professional, Abarth and Leapmotor.

Tsesmelis, pictured, previously held roles with Fiat Chrysler Automobiles (FCA), now part of Stellantis. He served as MD of FCA Asia-Pacific, and has had commercial and supply-chain leadership positions in logistics and vehicle operations.

Most recently, he was managing director of the Belgian arm of AEC, a mobility solutions provider. Tsesmelis succeeds Michael Filazzola, who joined Stellantis in 2023.

"Mike brings a wealth of experience and deep understanding of our brands," says Nirmal Nair, senior vice-president sales and marketing for India and Asia-Pacific. "I'm confident his leadership will strengthen our position and drive future success in this market."

JAY JOSEPH has started as president and chief executive officer of Honda Australia. He is responsible for overseeing strategic direction and operations, which includes the automotive, motorcycle, power equipment and marine divisions.

Joseph, pictured, has a proven track record from his 27-year tenure at American Honda Motor Company. His career spans critical functions, such as product planning, regulatory compliance, sales, marketing and – most recently – leading the brand's efforts in next-generation technologies.

Yoshitaka Okamoto, Honda Australia's former president, has taken on a leadership role with the company's motorsports division in Japan.

TO FEATURE IN INDUSTRY MOVERS EMAIL EDITOR@AUTOFILE.CO.NZ

Shifting from Lion to 'global powerhouse'


Tom Newcomb

Tom Newcomb will be a new face in the car industry when he starts as Ford New Zealand's sales director.

He has 20 years of consumer goods' experience and is joining the blue oval from Lion NZ where he has spent the past 10 years in senior leadership positions, most recently as sales strategy and demand director.

Before that, Newcomb was the company's integrated tactical planning leader for 12 months until September 2022 after being national business manager for four-and-a-half years. He started there as national account and field-sales manager at the start of 2015.

He has also worked for Colgate Palmolive as an account manager before becoming development manager.

Annaliese Atina, Ford NZ's managing director, says: "The industry is amidst a significant transition with challenges and opportunities surfacing, and we are here to help our dealer network grow and continue to serve customers exceptionally.

"We look forward to Tom bringing his skills and experience, but also a new perspective on the industry. Having another view, or set of eyes, will help us win in our highly competitive environment."

Newcomb, who starts in July, adds: "It's a fantastic opportunity stepping into a new industry and having the backing of a global powerhouse brand.

"I'm looking forward to applying my experience, listening and learning, and working closely with dealerships and the team at Ford HQ to ensure we deliver strong results and meet Kiwis' needs."

His experience in consumer goods includes commercial relationship and supply-chain management, and overseeing high-performance teams focused on end-to-end business planning, revenue management and strategic planning.

User charges on agenda

The cabinet is expected to soon start considering decisions on transitioning New Zealand's fleet to road-user charges (RUC).

The issue is among 38 actions the government has announced it will take during the third quarter of 2025.

It has previously addressed transitioning the light fleet to RUC as soon as 2027 to ensure the system for funding transport investment remains viable.

With vehicles becoming more fuel-efficient, the government believes excise tax on petrol is no longer sustainable.

The list of actions published by Prime Minister Christopher Luxon includes public consultation on changes to the driver-licensing system.

On the immigration front, the cabinet is expected to make decisions on parent visa boost, which will enable migrants to sponsor their parents or grandparents to come here.

The government also aims to launch a tourism growth roadmap, which is the second phase of its plan to boost visitor numbers and drive economic growth.

Other third-quarter actions include taking cabinet decisions to refocus WorkSafe and the WorkSafe New Zealand Act to cut unnecessary compliance costs while enhancing staff safety.

Time to solve battery problems

For more than a decade now, we've been told a wonderful tale that when EVs and hybrids reach end of their life, the batteries will still have some value.

These large-format units, we were informed, could be repurposed for homes and businesses. They would be the cornerstone of a smarter, more resilient energy system by charging up when power is cheap and feeding homes when it's not.

Pair them with solar panels and suddenly you've got a pathway for Kiwis to reduce their reliance on dirtier grid energy.

That was the pitch and it sounded good, but we're finally witnessing those first waves of EVs hit end of life and the story isn't lining up with reality.

Instead of value, what we're finding is serious cost and seeing these batteries stack up in yards, some catching fire. Instead of the foundations of a circular economy, we're watching the start of a logistical and environmental mess.

These batteries were never supposed to be treated as waste. Most still hold 60-80 per cent of their original capacity, which is more than enough to power a house overnight or help balance peak electricity demand.

Yet there's no functioning second-life market and no domestic processes for testing, repackaging or certifying them for reuse.

At the heart of the problem is that we had more than a decade to prepare and didn't. Now we're being told by international stakeholders that old batteries need to be returned to original equipment manufacturers (OEMs).

Stewardship schemes are moving towards a model where the battery must "go home" to be recycled or repurposed regardless of who owns it or what local options might exist.

At the point of purchase, whether in New Zealand or a source jurisdiction, we pay for the whole car. If an OEM wanted to retain ownership, it could have offered a different model with the battery value excluded from the sale price. But it didn't.

The practical result of these new stewardship models is to treat Kiwis not as owners, but as custodians – people who pay full price upfront and then carry the cost of disposal without being allowed to explore any potential value recovery. This is the direction our government is leaning.

This is a significant issue for importers. If a battery retains value, it should offset end-of-life costs. It could support local businesses remanufacturing batteries for stationary storage. It could foster innovation. It could help meet New Zealand's energy resilience goals.

However, none of that happens if we're forced to ship batteries overseas simply because someone else claims they're the only ones who are allowed to touch them.

KIT WILKERSON
Head of policy and strategy
kit@via.org.nz

Here's where things get worse. We're importing more EVs and hybrids. There are incentives and disincentives in place to assure that. Yet there's still no plan for how to deal with batteries at end of life.

This isn't a problem for the future. It's already here. Vehicles are being deregistered, batteries removed and there are almost no approved pathways for what happens next.

The irony, of course, is this all flies in the face of circular-economy rhetoric we've been hearing for years. Government agencies and industry groups have talked at length about resource efficiency and sustainability.

> **There's still time to make good on the promise of uses**

But when the opportunity arrives, right now, we're seeing the same short-sighted approach as in other sectors – default to the international OEM, export the problem and ignore local opportunities.

The sad part is there are entrepreneurs who want to remanufacture batteries into something useful. They want the wonderful tale to be realised and make some money doing it.

We must empower them. First, we need the government to reaffirm a basic principle. And that's if a New Zealander owns a battery, they have the right to repurpose, remanufacture or reuse it as long as it's done safely.

Ownership needs to mean something. Any documentation that limits the ability to handle a battery should only be binding if backed by a legal claim of ownership. OEMs should be required to provide safety documents, not declarations that no one else is capable.

Second, we need domestic standards. If batteries are going to be reused, there must be clear, reliable protocols for how that's done. What tests are required? What casing to use? What fire suppression or ventilation standards need to be met before they can be installed in a home or business?

Without that, insurers won't insure and builders won't install so the opportunity dies before it gets going.

Finally, we need to stop pretending it's someone else's problem. The vehicles are here. The batteries are ageing. It's not a hypothetical, it's not a test case, it's happening now.

Unless we act, we're going to see more fires, more improper disposal and more taxpayer-funded clean-ups.

There's still time to make good on the promise of battery reuse, but only if we start building capacity at home. That means putting New Zealand's interests first, backing local innovation, and standing firm on Kiwis' rights to own and use their property.

We've talked enough about a circular economy. It's time to actually build one.

The month that was... June

June 8, 1998

Sales continue downward trend

The new passenger-vehicle market was another 21 per cent down in May to mirror April's result, according to preliminary data.

Just 3,800 new cars and 850 new commercials were retailed in that month. That compared with 4,799 cars and 1,145 commercials in May 1997.

Ford again sold the most passenger vehicles, 578 versus Toyota's 514, but with commercials added in only nine units separated the two marques.

It was an excellent month for Holden with 511 cars retailed, and another 70-plus Isuzu and Holden commercials sold.

The month was particularly successful for three South Korean marques. For the first time, Hyundai was up there with the big boys by retailing as many passenger vehicles as Mitsubishi – 316.

Daewoo sold 144 units. Kia had its best month so far in its short New Zealand history with 44, which were mostly Sportages.

The economic upheaval in South Korea had largely appeared to have sorted itself out and Kia was about to launch its new Mentor, which was already available across the Tasman.

Nissan and Honda recorded a poor month with the former selling just 260 cars and 91 commercials, and Honda retailing 318 new passenger vehicles.

June 29, 2007

$2.4b for transport projects

Land Transport New Zealand (LTNZ) announced a record $2.4 billion of spending for infrastructure and services in the national land-transport programme (NLTP), which was up by four per cent on the previous year.

The 2007/08 NLTP set out a programme of activities that integrated different forms of transport to improve New Zealand's system.

"A record level of funding has been allocated for an ambitious range of projects to improve the country's roads and passenger transport services," said Paul Fitzharris, LTNZ's acting chairman.

He added that as the economy grew, so too would demand from the commercial transport and business sectors, putting pressure on the system and environment through increased vehicle emissions.

"Good funding and policy decisions made now will contribute to an integrated system which allows users to make choices that have benefits for public health, the economy and our environment," said Fitzharris.

June 2006

Turners Live at last

Turners Auctions rolled out Turners Live, the first online auction system of its kind for the public in New Zealand and dealers. It provided real-time video and audio of each lot, and allowed customers to bid online against floor bidders.

The technology was developed by Canadian interactive software provider Live Global, which supplied it to a number of the world's auction houses.

Turners had modified the software for its own use and had revamped its website for auctions. All branches could participate and dealers were aware of the broadband requirement to fully take part in sales.

A decision was made in May 2005 to adopt Live Global's system developed eight years ago in North America for dealer-only auctions. The fact the public also has access to Turners Live was a first for the Canadian company.

"The technology is well-tested and works well," said Graham Roberts, chief executive of Turners. "It has revolutionised car auctions overseas where companies are experiencing online sales of up to 25 per cent."

June 20, 2008

IMVDA awards soon

The Independent Motor Vehicle Dealers' Association (IMVDA) was planning to host an awards programme to celebrate its 20th anniversary, but not everyone was happy with the decision.

In a communication with members the previous week, the IMVDA said the awards – scheduled for August 1, 2008, at Auckland's SkyCity – would follow the format of its successful function in 2006.

However, two members, who wished to remain anonymous, contacted Autofile to express their disapproval at the decision to stage the event.

"The IMVDA is holding another set of awards, which we believe will be costing in excess of $200,000," said one member. "It's a cost that seems completely outlandish."

The second member said: "For one night's entertainment, it seems a lot of money to be wasting during a time when the market is tightening across the board."

Chief executive David Vinsen replied: "God knows, we all need to be uplifted at the moment. The sponsors, which have contributed the majority of the money for the evening, obviously recognise the benefits and merits of recognising this milestone."

Fantastic end for plastic parts

We're into June already and I'm asking myself where has this year gone. In a previous role, I made that similar comment to the board chairman and his response was priceless.

"Wait until you get to my age," he quipped. "Life becomes like a roll of toilet paper – the closer you get to the end, the faster it goes."

We've seen some changes in the first part of 2025 and, with more to come, the economy is taking longer than expected to bounce back. Vehicle sales are still feeling the impact and now we find ourselves in the world of the triple-T, which is "Trump's tariffs turmoil".

On a positive note, last month we launched plastic2eco in the collision-repair space. The intention is to roll it out to dismantlers followed by other relevant automotive sectors which create plastic waste during normal business activities.

The aim, at first, is to drive bumpers generated during the repair process away from landfill. Essentially, it's a challenge that has existed since their invention.

The MTA has been working on a closed-loop solution since 2017 with big challenges being the collection of bumpers, granulating or shredding them, transportation and their surface coatings. All this limited progress.

Back in late 2022, we reignited the project and now plastic2eco has started with the goal of diverting more than 100,000 bumpers annually from landfill or being sent offshore.

The scheme's name had to represent our desired outcome. "Plastic" represents all such waste generated during collision or automotive repair processes.

The "2" refers to moving them to a repurposing site and "eco" represents two major themes – a boost to our economy by using the product here and protecting our precious ecosystem for generations to come.

Hopefully, you can see we are pro-sustainability, which due to our submission on the "right to repair" bill seemed to get lost on some people.

Off the back of Lee Marshall, our chief executive, explaining the MTA's stance on this matter seeing some confusion and the association's position being cleared up, I thought I would add my two cents to this topic. I'm going to keep this part of the article a bit light-hearted to perhaps raise a smile or chuckle.

LARRY FALLOWFIELD
Sector manager – dealers, Motor Trade Association

As we know, most vehicles change hands several times across their lifespans. Eventually, the unlucky ones end up at scrap-metal merchants while the privileged few spend their last years living the dream – albeit a rusty one, except for those bumpers – in a paddock smelling the daisies.

Or some end up at a dismantler before having parts reused that continue to cruise around our wonderful country.

That said, a few get tucked away in a garage only to resurface decades later, sometimes with a bigger price tag than when their tyres first touched Kiwi tarmac.

The same can't be said for a $10 toaster or $7,000, 98-inch, 4K ultra-HD QLED TV. Or can it?

Let's start with the big one, the television. After owning it for a few years, it will probably be handed down to children as the centrepiece in a student flat to eventually die due to alcohol poisoning. That said, it could be dropped off at a Red Cross or hospice shop to make its way to a deserving family.

As it gets older, it will eventually be sent off to its final resting place, hopefully an e-waste centre or local transfer station to be stripped and crushed before making its way to a port for its long journey across the ocean only to come back to you as a new TV at double the price.

As for that cheap toaster, if right to repair becomes legislation when it stops working you could buy the required parts for a few bucks. But that's more likely to be $30-plus. If request the repair method is opted for, you would need to send it off to a registered electrician to be fixed for $200.

I realise that's being somewhat conceited. There are places in Auckland where you can take small household items, such as toasters, to be sometimes repaired at a low or even no cost.

That's great because the aim is to keep as many repairable or reusable things out of landfill as possible and we are fully supportive of that.

As previously stated, after years of exploring options and solutions we now have a programme that can divert vehicle plastic waste away from landfill.

Maybe in the next few months, the same could be said for an industry-led programme for other consumable items. If you would like to know more about plastic2eco, please don't hesitate to reach out to me.

Combined range reaches 1,200km

Jaecoo's "revolutionary" super hybrid system (SHS) features in its J7 line-up now on our shores.

With a sticker price of $49,990 plus on-roads, it offers a combined driving range of 1,200km and 106km on electric-battery power.

As a plug-in hybrid, the SHS combines many of the benefits of an EV and hybrid. It boasts swift acceleration in full-electric mode or it can be switched to hybrid-petrol mode for long-range efficiency and quick refuelling.

The J7 features Jaecoo's super hybrid system

The marque says the system has been designed for smarter and more efficient driving in that it balances power and sustainability without compromising on performance.

The J7's fifth-generation 1.5-litre turbocharged petrol engine produces 105kW of power and 215Nm of torque, while the single electric motor boasts 150kW and 310Nm. They send power to the front wheels via a single-speed hybrid transmission.

The compact SUV's stepless electric-hybrid system offers four modes – pure electric, series, parallel and energy recovery.

Allowing motorists to enjoy pure-electric operation at low speeds, which is ideal for commuting at less than 40kph, and efficient fuel performance at high speeds of above 80kph, it delivers power with minimal energy consumption.

Geely's all-electric EX5

Travelling up to 106km on the NEDC without charging, the lithium-ion phosphate battery has a capacity of 18.3kWh and can be charged from 30-80 per cent at up to 40kW on a DC fast-charger in only 20 minutes.

When in excess of 30 per cent charge, the SHS can run as a pure EV up to 120kph. In hybrid mode, the two units work to deliver a total range of 1,200km.

The J7's SHS has three driving modes – eco, normal and sport – in addition to its electric and hybrid operation.

The car's equipment list includes intelligent voice command called Hello Jaecoo, wireless Apple CarPlay and Android Auto, colour selectable ambient lighting for the dashboard and doors, dual-zone automatic air conditioning and an eight-speaker Sony sound system.

Then there's the head-up display, inbuilt GPS navigation, perforated synthetic-leather seats, panoramic sunroof, 14.8-inch LCD infotainment touchscreen, 50-watt wireless charger, a 360-degree around-view monitor, power tailgate, 19-inch "aero" alloys and 17 advanced driver aids.

The side-mirror accent and power retractable door handles create streamlined aesthetics, while the marque's signature waterfall grille "adds a touch of timeless sophistication".

The crossover's battery technology "delivers peace of mind". With rapid-response safety mechanisms, such as a two-millisecond power-off protection in the event of a collision, it ensures driver and passenger protection "at critical moments".

Jaecoo's warranty package covers the J7 for seven years and unlimited kilometres. It includes 12 months' complimentary roadside assistance. This can be extended by a further seven years by completing servicing at authorised dealers.

EX5 IN TWO GUISES

Geely's fully electric EX5 has gone on sale in New Zealand for an entry price of $51,990. The SUV's starting price is for the Complete model, while the highly specified Inspire starts at $55,990.

The Complete has a 15.4-inch central touchscreen, powered and heated front seats and up to 430km range on the WLTP.

The Inspire boasts a panoramic roof, which opens, six-mode massage front seats and a 16-speaker sound system.

Geely NZ's standard warranty package includes unlimited mileage, seven-year cover and an extra year for the battery, seven-year roadside assist and connected car data for two years.

The EX5 is available at Giltrap Geely in Great North Road, Grey Lynn, Auckland and Giltrap Christchurch in Waterloo Road, Islington.

The marque intends to roll out dealerships in Hamilton and Wellington before the end of 2025.

Jordan Haines, brand manager, says: "We have a long-term plan for Geely NZ. We are committed to bringing a range of cars to best suit drivers." ⊕

'Setting standards' in segment

The debut model on Audi's premium platform combustion (PPC) is also the first in its new A5 range here.

The S5 Avant is important for the marque in this country because its station wagons, such as the predecessor S4 Avant, have typically led the B-segment, says Greg Leet, Audi NZ's general manager.

"Built on the new PPC platform, we've been able to redefine this popular wagon," he adds.

"We are confident this model will set a new standard in the premium B-segment, offering unparalleled performance and technology in the shape of Kiwis' much-loved wagon."

This three-litre V6 TFSI quattro model, which is priced from $147,990 excluding on-road costs, delivers output of 270kW and a top speed of 250kph.

The S5 Avant, which can make the 0-100kph in 4.5 seconds, has a turbocharger with variable turbine geometry and mild hybrid electric-plus (MHEV-plus) technology for the first time.

The revised S tronic dual-clutch transmission has been designed for more torque, reduces the weight on the front axle and improves agility.

MHEV-plus means reduced carbon-dioxide emissions via electrified driving components and high recuperation performance.

With the Avant, the roofline merges into an integrated spoiler spanning the flat rear window and raked D-pillars emphasise its dynamic side view.

As an S model, it includes 20-inch Audi Sport five-twin-spoke black metallic and gloss turned-finished wheels, privacy glass, matrix LED headlights and digital OLED rear lights with dynamic indicators, and customisable daytime-running lights.

The new Audi S5 Avant

Like the all-new Q6 e-tron, the S5 Avant's interior has a "digital stage" and soft fabrics across the cockpit to both front doors.

The curved, free-standing Audi MMI panoramic display with OLED technology takes centre stage alongside a standard MMI front-passenger display integrated into the dash.

The new S5 has a configurable head-up display with drivers having the option of controlling vehicle and infotainment functions via it.

Options include, but are not limited to, a panoramic glass sunroof with switchable transparency, Bang & Olufsen 3D premium sound system with head-restraint loudspeakers and a black exterior package.

The MHEV-plus system is based on a 48-volt onboard system that supports the internal combustion engine (ICE) while a powertrain generator (PTG) enables partially electric driving to save up to 17gCO2/km or 0.74l/100km on the WLTP with the three-litre V6 TFSI.

The PTG can add up to 18kW of electric power to the ICE's output. When decelerating, it feeds energy back into the battery at up to 25kW.

GETTING PLUGGED IN

The A5 Avant e-hybrid, which combines performance, efficiency and a long electric range, has now been confirmed for New Zealand.

Audi will offer the plug-in hybrid electric vehicle (PHEV) for the first time alongside the pure combustion-engine S5 Avant.

Its new generation of high-voltage batteries boast around 45 per cent more capacity, while improved regenerative braking contributes to an electric range of up to 101km.

Leet says: "Not only is the PHEV a first for the A5 family with its athletic design and new interior, it's also an Avant station wagon. The Avant has always been a favourite here and, combined with hybrid technology, we think New Zealanders will respond well."

To make the new PHEV more recognisable, Audi is introducing it as "e-hybrid". It will be powered by a two-litre TFSI engine with an output of 220kW and an electric motor delivering up to 105kW.

The 220kW can accelerate from 0-100kph in 5.9 seconds and has a top speed of 250kph. It's coupled with quattro ultra technology and S sport suspension. The high-voltage battery is at its rear. Maximum AC charging power has been upped to 11kW and reduces the charging time from 0-100 per cent to two-and-a-half hours.

Audi has "significantly" increased the regenerative braking performance and drivers can adjust thrust recuperation in EV mode via steering-wheel paddles.

The e-hybrid essentially runs on electric power for as long as possible to fully utilise available battery charge to the owner's destination.

When this function is activated, it recovers energy automatically. This is based on data stored in the navigation system. The PHEV can also recover energy automatically without active route guidance.

The model's hybrid management is designed for efficiency, flexibility and maximum customer comfort, and automatically selects the optimal operating strategy.

In EV mode, the PHEV runs exclusively on electric power. When in hybrid mode, the hybrid management system maintains a specific charge level as needed to save enough electrical energy for later use.

The A5 Avant e-hybrid's Kiwi launch is slated for quarter three of 2025 priced from $117,990 excluding on-roads.

Audi's A5 Avant e-hybrid

In the pressure cooker of F1

Liam Lawson in his Racing Bulls' car at the Grand Prix of Bahrain

From turning up to the Toyota Racing Series (TRS) headquarters at Hampton Downs in his school uniform to gridding up in Formula One, Liam Lawson has been New Zealand's "best bet" for glory at the pinnacle of motorsport.

However, his first full season at the top has come with challenges and difficulties. His inability to get to grips with a Red Bull car designed around Max Verstappen's freakish ability has been well-chronicled.

It resulted in him being shifted sideways into the Racing Bulls (Visa Cash App RB) with Yuki Tsunoda taking his place as the defending F1 champion's wingman.

The irony of that switch is obvious. In every feeder category that they previously had contested together, Lawson bested the Japanese driver.

But four years in F1 as a driver with a Red Bull team appears to have given Tsunoda the edge in a sport where psychology can be the undoing of anyone behind the wheel. Resilience is paramount.

In Dan Carter's podcast series called The Pressure Cooker, Lawson reveals some of the intense pressure he has been under and how he has coped with a less-than-stellar introduction to his first full F1 season.

During the interview, he opens up about the mental techniques that help him to stay sharp and composed in the fast-paced, high-pressure moments of F1.

"The team is quite good at allocating time, so I'll have like an hour in my room before a session to warm up and prepare," says the 23-year-old.

"The hard thing though, which you don't experience before F1, is normally you do your prep, go out and get into the car, and get out on the grid. In Formula 1, there's a whole show to go through in that last hour."

Three warm-up laps are completed before the vehicles are put on the grid and then the drivers have to get out of their cars and do interviews and be photographed with celebrities, so "you totally lose the mindset".

Lawson's ascent into F1 has been studded with Australasian and European successes. He won Formula Ford in New Zealand in 2017, was second in Australian F4 in the same year and was second in Germany's ADAC Formula 4 in 2018.

His career really entered high gear when he left New Zealand after his TRS campaigns. He won the championship in 2019 and was second the following year.

Like other racers, he found his career disrupted by the Covid-19 pandemic but, in 2020, he was fifth in the F3 championship.

Taking on some of the world's best in F2, he finished ninth in 2021 and was third in 2022. He was second overall in the Deutsche Tourenwagen Masters in the same year, demonstrating his ability to win in other tin-top categories.

"But when I was picked up as a Red Bull junior, that was when the pressure really loaded in," says Lawson.

He worked with a personal coach and mentor from the first of his European seasons and that relationship continues today.

This coaching role helps a driver tune out variables outside their control. "If the best I could do on the day was 10th, then so be it."

Lawson says this helped him put aside this season's disastrous opening rounds when he was unable to tame the Red Bull car.

With any team, qualifying is a tough time over race weekend. "Starting a quali lap is incredibly intense. It's the only time all weekend that you're driving the car at 100 per cent. The slightest slip and you're out in Q1. You then get on to Q2 and it all starts again."

The hardest part of Lawson's race weekend, however, is waiting for the start. "The clutch is a hand control, only used in starts and pit stops. So you are sitting on the grid, holding in the clutch and trying to keep your hand from shaking. Then once you're away, everything starts to flow."

Lawson's switch to the Racing Bulls team resulted in Tsunoda taking over the troublesome second seat at Red Bull.

The aim of the Kiwi returning to the team he raced with for part of the 2024 season is to get him back on track as Tsunoda, with four full F1 seasons behind him, does his best to wrestle the Red Bull car.

Racing Bulls was pleased to get Lawson back and team principal Laurent Mekies says the improvement is obvious.

"He is still the talented guy who was driving for us a few months ago," adds Mekies. "We completely get how brutal it can be on the sharp end of the grid."

Lawson struggled in his first race back in Japan, but has shown better speed since then. For example, he qualified ahead of team-mate Isack Hadjar for the first time in Saudi Arabia.

"We are convinced the speed is there and he knows he has the full support of the team," says Mekies.

"He has been able to digest, learn and improve with us. We're sure that he's going to come back to the speed he was showing last year."

Lawson's brief foray with the Oracle Red Bull Racing team lasted just two grands prix

With former team-mate Max Verstappen

Sights set on land speed record

For years, he was known as "Mr Datsun" to hordes of motorsport fans and competitors.

In the popular ShellSport Series for two-litre vehicles, he created potent race cars from Datsun's humble Sunny sedan and challenged the might of Ford Escort teams by winning title after title.

He reconfigured his Sunny for gravel and won the 1982 Ashley Forest Rallysprint in Canterbury, and rallied a Datsun Stanza and full-on factory-specification Group 2 Nissan Bluebird Turbo after once again going up against the blue oval's all-conquering Escort.

As the four-wheel-drive supercars of Group B dominated the rallying world, he stepped up to a full "works" rear-wheel-drive Nissan 240RS.

All through this period, Reg Cook was also building high-output Datsun and Nissan engines and gearboxes for Kiwi race and rally drivers.

He was Nissan's motorsport "cellar door", accessing and selling competition gear to local competitors at preferential prices.

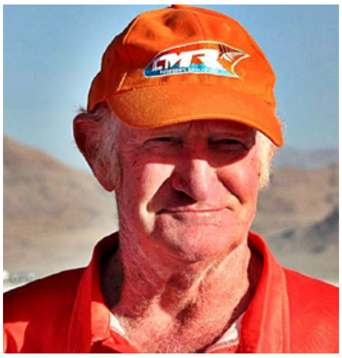
With such a rich motorsport history behind him, it's reasonable to expect Cook would have then settled comfortably into retirement.

Hardly. Rather, the 78-year-old has a different motorsport passion and that's land-speed records.

He already holds five such world records and is readying for a further tilt at a new one of 550mph (880kph).

The vehicle for his latest bid is Wairua 2, a massive 1.7-tonne "streamliner" built entirely in sheds at his Drury property, just south of Auckland.

Reg Cook with his team and Wairua 1, above, from 2016. He's aiming for a new land-speed world record with Wairua 2, below, in Bolivia later this year



It capitalises on what was learned from Wairua 1. It clocked 380mph (611kph) in class F/GS at the world finals of the Southern California Timing Association in 2018.

Cook has made significant personal sacrifices – selling his house and living in a shed – to fund this extraordinary endeavour.

He and his dedicated team of volunteers are heading to Bolivia in September, aiming to showcase New Zealand ingenuity and engineering on a global stage.

The Cook Motor Racing Team destined for South America consists entirely of people who contribute their skills and time around their full-time jobs.

One of his major challenges is finding tyres capable of running at the extreme speeds Wairua 2 is being built for.

Proving wheels and their rubber are safe requires a "spinner" machine that will run the tyres up to 80kph above the target speed of 880kph.

"Our last wheel spinner got damaged when we blew up a tyre at 536mph [862.6kph], which was unexpected," says Cook.

"We can no longer use those tyres so we've had to switch to a different tyre which was made a long time ago."

The machines are laser-monitored and data log the forces involved. They are hardly off-the-shelf products. "Our one has to be unique because of the tremendous speeds involved."

As an aside, 1977's world land-speed record set by the British jet-powered Thrust SSC had forged aluminium alloys without tyres fitted. The vehicle broke the sound barrier on terra firma.

The Cook team's planned tilt at the record in Bolivia last year had to be cancelled, so 2025 is now or never.

He says: "Did we want to do it? Absolutely. Did we want to pull out? Absolutely not. The Kiwi can-do spirit can only overcome so much BS from other people. But this time, it's going to happen.

"We are taking control of the whole event ourselves. That's the only way to make it happen."

The world land-speed bid will be managed by New Zealand motorsport identity Brian Lawrence and will take place at Uyuni Salt Lake in Bolivia.

It will be observed and ratified by official motorsport authority, the FIA, and will be open to other teams aspiring to break the record.

Limited service history for motorbike results in dismissal of case due to lack of evidence

The case: Seven years after purchase, the buyer wanted Yamaha Motor New Zealand to pay for cylinder-head repairs on his 2015 YZF-R1. The manufacturer refused because it had been unable to inspect the motorbike before it was worked on so it couldn't diagnose any engine issues.

The decision: The tribunal found there was no evidence of a manufacturer's defect in regard to the two-wheeler, so the purchaser's application under the Consumer Guarantees Act (CGA) was dismissed.

At: The Motor Vehicle Disputes Tribunal via video link.

Background

Grant Middleton purchased a 2015 YZF-R1 from Cycle Treads for $22,999 on April 13, 2016. The demonstration model was sold with a two-year Yamaha warranty, which expired in 2017. Its mileage was 3,292km when suppled and was 57,814km at the time of the hearing.

The buyer applied for a remedy against the manufacturer. He said the two-wheeler wouldn't start and a local Yamaha specialist found that a camshaft was seizing in its cylinder head. Since then, he complained the quickshifter had also failed and needed fixing.

Yamaha opposed the application because it had been unable to inspect the motorbike before Middleton had repairs carried out. As a result, it couldn't establish if the engine issues experienced were the result of a manufacturing defect.

It added Middleton had failed to provide proof of the failure's root cause or if it was an issue Yamaha should respond to.

The case

Middleton outlined his experience with the motorcycle including an earlier fault with the headlight, which he had litigated in the disputes tribunal and lost. He then provided evidence of repairs carried out in 2024.

Yamaha emphasised the significance of a service history to diagnose engine failure because it was a high-performance vehicle that required strict compliance with the manufacturer's specifications and service recommendations.

However, Middleton was unable to provide a documentary record of its service history. He confirmed he had it serviced on an annual basis, but his previous mechanic was haphazard with keeping records.

He also took the YZF-R1 to the track once a year to put it through its paces. However, the Covid-19 pandemic slowed his use of it because he started to ride it to work.

The tribunal was satisfied the camshaft seizure in the cylinder head caused it to fail to start. After that repair, Middleton had no further issues with the motorbike, except for its quickshifter.

The adjudicator understood the camshaft failure was consistent with the vehicle having poor lubrication to the cylinder head, which resulted in it seizing.

Yamaha reiterated that a lack of a service history meant inadequate servicing might have contributed to the lubrication failure.

The company emphasised the scheduled maintenance for a high-performance motorbike is rigorous and Middleton's evidence failed to match its recommendation.

For example, there was no evidence from the buyer as to the brand of engine oil used during its servicing because it is important to use what the manufacturer has specified.

Yamaha added the lack of lubrication had likely caused the camshaft to fail and there had been some metal-on-metal contact in the cylinder head.

Middleton stated he took the motorbike to a Yamaha specialist for diagnosis and repair. He added the supplier had every opportunity to inspect and fix it.

The tribunal noted the buyer's repairer spoke with the manufacturer, but only after the work was under way.

During this period, Yamaha asked to see the YZF-R1's service history. But Middleton refused to supply that in the belief the company would use the lack of it against him and continued with the repairs regardless.

A 2015 Yamaha YZF-R1

The finding

The sole issue requiring the tribunal's consideration was whether the motorcycle had been of acceptable quality for the purposes of section six of the CGA.

This was considered from the point of view of a person aware of its state and condition including hidden defects.

The tribunal applies usual civil-law standards and expectations. It is for the party bringing the application to establish their claims on the balance of probabilities.

Independent witnesses, corroborating documents, and reports and photographs can be an important part of discharging the burden of proof. Ultimately, it's for the applicant to decide what information to put before the tribunal.

The adjudicator accepted Yamaha's evidence that the YZF-R1 had likely suffered a camshaft seizure due to a lack of lubrication in its cylinder head.

There was no service history to suggest otherwise, nor did Middleton call on evidence from the repairer or his prior mechanic.

Yamaha NZ stated this model didn't have a reported problem with its cylinder head.

The repairer charging about a week's worth of labour confirmed this was an uncommon issue requiring intensive work to investigate and remedy. That evidence pointed away from a commonly experienced defect.

Middleton paid $22,999 for a near-new motorbike with an odometer reading of about 3,000km. He had enjoyed more than seven years of riding it, sometimes under track or race conditions, and its mileage had increased to about 57,000km.

Under the CGA, the purchaser of a vehicle of that age and mileage should have realistic expectations as to its quality and durability, and should understand it could develop defects and require ongoing maintenance of a sometimes unplanned and expensive nature.

That was especially so in the case of a high-performance motorcycle that needs rigorous scheduled maintenance.

The tribunal found a lack of lubrication was the likely cause of its mechanical issues. It was noted Middleton couldn't produce a detailed service history and advise what oil was used.

There was no evidence of a manufacturing defect, rather it was suggested the top of the cylinder head had become starved of oil causing engine damage.

Order

The application was rejected.

Dealer denied claim for refund on basis buyer had travelled about 13,000km in vehicle

The case: Six months after purchase, the buyer wanted to reject her 2015 hybrid car because it experienced major transmission faults. The trader refused to remedy it because the consumer had travelled 13,000km in it before it started to shake while being driven.

The decision: The tribunal upheld the application to reject the Nissan and assigned her obligations with the finance company to the dealer. It also ordered the trader to pay $2,894.65 to the purchaser.

At: The Motor Vehicle Disputes Tribunal via video link.


A 2015 Nissan Serena hybrid

Background

Tiueti Lua bought a 2015 Nissan Serena hybrid with 117,858km on the clock for $12,259 from 2 Cheap Cars on February 21, 2024.

She claimed it had significant transmission faults and wanted to reject it under the Consumer Guarantees Act (CGA).

The dealer said the car was of an acceptable quality for its age, mileage and price when sold, so it wasn't responsible for any repairs and Lua shouldn't be able to reject it.

The case

Lua was drawn to the Serena because she needed a large vehicle for her family. She funded the purchase with a loan. The inspection sheet noted no issues with it, including the transmission.

The trader said the car was freshly imported and should last a few years before any major problems arose. But almost six months post-supply, it began to shake while being driven before the problem became more frequent.

Lua arranged for a mechanic to inspect it at her home. She was told the shaking might have been due to the spark plugs and or the rear tyres' tread.

Soon after, the car suddenly dropped in speed when being driven on a motorway. When it lost power, the RPMs increased indicating the engine was revving but it failed to move.

Needing to save money for repairs and wanting a second opinion, Lua waited a week before taking the Serena to Pit Stop for diagnosis.

It found no faults until the problem surfaced on a test drive. It was reported the lack of power could have been due to the spark plugs or a faulty transmission.

Lua paid for new plugs and wanted to be reimbursed $483.55 for the work. She changed two tyres at a cost of $258 and also claimed that back.

The issues persisted so she took it to Transmission Solutions on September 9. Its diagnosis was the engine was underpowered and flat.

It suspected that the car had an engine and transmission fault and suggested it would cost several thousand dollars to replace the transmission. The diagnosis cost Lua $140.88, which she wanted refunded.

Armstrong's Nissan East Auckland was next to inspect the vehicle on September 16. It recommended the transmission be replaced at an estimated cost of $19,416.72. She claimed back the $195.50 for that too.

Before lodging her application with the tribunal, she submitted a claim to 2 Cheap Cars for it to assist with the cost of repairs. The dealer denied it on the basis she had already travelled about 13,000km in the vehicle.

Lua filed her claim on September 17, 2024, and said she no longer used the car because she considered it unsafe.

The finding

The Serena's transmission issues surfaced five months and 23 days after purchase.

The tribunal was satisfied a reasonable person wouldn't consider it acceptable for such a critical component to need replacing within such a short time and it ruled the fault breached section six of the CGA.

Section 18 of the act enables a consumer to reject goods when a supplier has been required to remedy a failure but refuses, fails or doesn't succeed in doing so in a reasonable time.

Lua had asked 2 Cheap Cars to fix the car, but it declined to do so due to the distance she had travelled in it.

The tribunal found the dealer was given a reasonable opportunity to remedy the problem but refused to do so in breach of section 18.

Section 20 of the CGA explains how a buyer can lose the right to reject goods if they are damaged post-supply.

Lua said the car only had a minor scratch that could be buffed out, which was ruled as normal wear and tear.

Therefore, she was entitled to reject the Nissan and get a full refund of what she had paid in respect of it under section 20.

The tribunal found Lua was entitled to be reimbursed $2,558.27, which included her $1,000 deposit.

That total was also made up of principal payments from the loan's start date of August 12, 2024, in the amount of $368.47.

In the relevant period, Lua made 25 payments of $66.10, and was charged interest and fees totalling $1,284.03, so she only paid $368.47 towards the loan principal.

On top of this, there were principal, interest and fees payments from August 13 to November 26, 2024, of $1,189.80.

Lua was allowed to have her ongoing rights and obligations under her collateral credit agreement assigned to 2 Cheap Cars.

Under section 18 of the CGA, she was entitled to recover the $140.88 she paid to Transmission Solutions and the $195.50 paid to Nissan East Auckland for their diagnoses.

Those costs were reasonably foreseeable because the Serena wasn't of acceptable quality, and were incurred to prove the nature and extent of its fault.

But the tribunal denied Lua's request for $483.55 for new spark plugs and $258 for two tyres because she didn't give the dealer a chance to remedy those issues.

Order

The application to reject was upheld. The buyer's rights and obligations under the loan were signed over to the trader, which also had to pay Lua $2,894.65 and uplift the car.

Feedback on price increase

An industry organisation hasn't received as many complaints from car dealers about Trade Me Motors increasing its prices this year compared to 2024's hike.

The online listings company is raising its rates for registered motor-vehicle traders by five per cent from July 1, and believes added tools, new incentives and upgrade discounts will make the changes worthwhile for many.

Greig Epps, chief executive of the Imported Motor Vehicle Industry Association, says the industry was expecting the latest increase after last year's "really sharp change with changes in service levels and prices".

He adds that this time dealers have also got other matters on their plates, such as finding stock, getting it here and selling.

It was in May 2024 that Autofile reported some traders were looking at having to fork out an extra 30-plus per cent to stay on similar deals with the listings platform.

Epps says: "Dealers have spent time finding the best way to adapt to Trade Me's pricing and probably factored in the latest increase.

"Last year was a big shake-up in terms of service offering and pricing. It hit the industry hard. People were upset about it because it came on the tail-end of other price increases and issues.

Greig Epps

"Over the past year, people have been looking hard at their business models and have hopefully figured out ways to adapt to Trade Me's approach.

"We approached the Commerce Commission last year and expressed our concerns and concerns of industry players.

"We know the commission was talking to various retailers and customers of Trade Me, but we haven't heard anything from them since then and they haven't come back to us seeking more information."

As the regulator explained last year, a company that appears to have a monopoly on the market raising its prices is not anti-competitive. A problem arises only if it is preventing other players from participating in the market.

"The commission doesn't appear to see Trade Me's position as fatal to competition in the marketplace at this point, and we've seen efforts by Auto Trader and other listings sites to increase their presence and reach," says Epps.

"I think a number of traders have figured out strategies on how to work with the Trade Me offerings or they have moved to other platforms."

Trade Me says the upcoming increase – its smallest in a decade – will come through in dealers' invoices in August.

JOINING FORCES

Trade Me is set to take a 50 per cent stake in Stuff Digital Ltd, which is owned by the Stuff Group.

Sinead Boucher, owner and publisher of the Stuff Group, says Trade Me's investment has a symmetry given the organisations' "shared history, values and commitment to making an impact on the lives of New Zealanders".

She adds: "This is the first time since the management buy-out of Stuff five years ago that I've accepted an equity partner into the business.

"It was important we found the right partner at the right time in our growth strategy, protecting our fiercely independent media business.

Boucher describes editorial independence and integrity as "intrinsic" to Stuff, and Trade Me is committed to upholding Stuff's editorial code of ethics and practice.

She will chair the new Stuff Digital Ltd board, which will include Anders Skoe, chief executive of Trade Me.

There will be equal representation from both organisations. Stuff will retain operational control of the business through the chair's casting vote.

The 50 per cent stake in Stuff Digital excludes Stuff Group's masthead publishing business, Stuff Events and Neighbourly.

The deal is subject to some standard conditions, which are expected to be completed within the next few months, while financial details of the investment remain confidential.

Skoe says the acquisition marks an exciting next chapter for Trade Me. "Stuff's mission to have a positive impact on New Zealanders' lives aligns with our purpose of connecting Kiwis."

First for Fieldays

Subaru's all-new Forester, pictured, is making its New Zealand debut at the southern hemisphere's largest agricultural event.

Now in its sixth generation, the symmetrical all-wheel-drive model has spent nearly 30 years "earning its place as a Kiwi favourite".

While the model line-up and specifications for this country will be revealed closer to launch, the latest Forester will be the first Subaru here to feature the next-generation strong hybrid e-Boxer powertrain, which marks a "significant step forward" for the brand locally.

Kym Mellow, general manager of Inchcape NZ, says it's a double milestone for the brand. "This is our first time at Fieldays and what better way to make an entrance than with the all-new Forester.

"It'll be joined by its SUV siblings, the Crosstrek and Outback, built for the kind of back roads many Fieldays visitors travel every day."

Also on display at Mystery Creek from June 11-14 will be the model-year 2025 WRX for performance enthusiasts and fans.

For budding race drivers, Subaru will have a simulator set up. Visitors will be able to drive the WRX on a virtual high-speed lap around Taupo International Motorsport Park. Whoever sets the fastest lap will win a real-life WRX Experience.

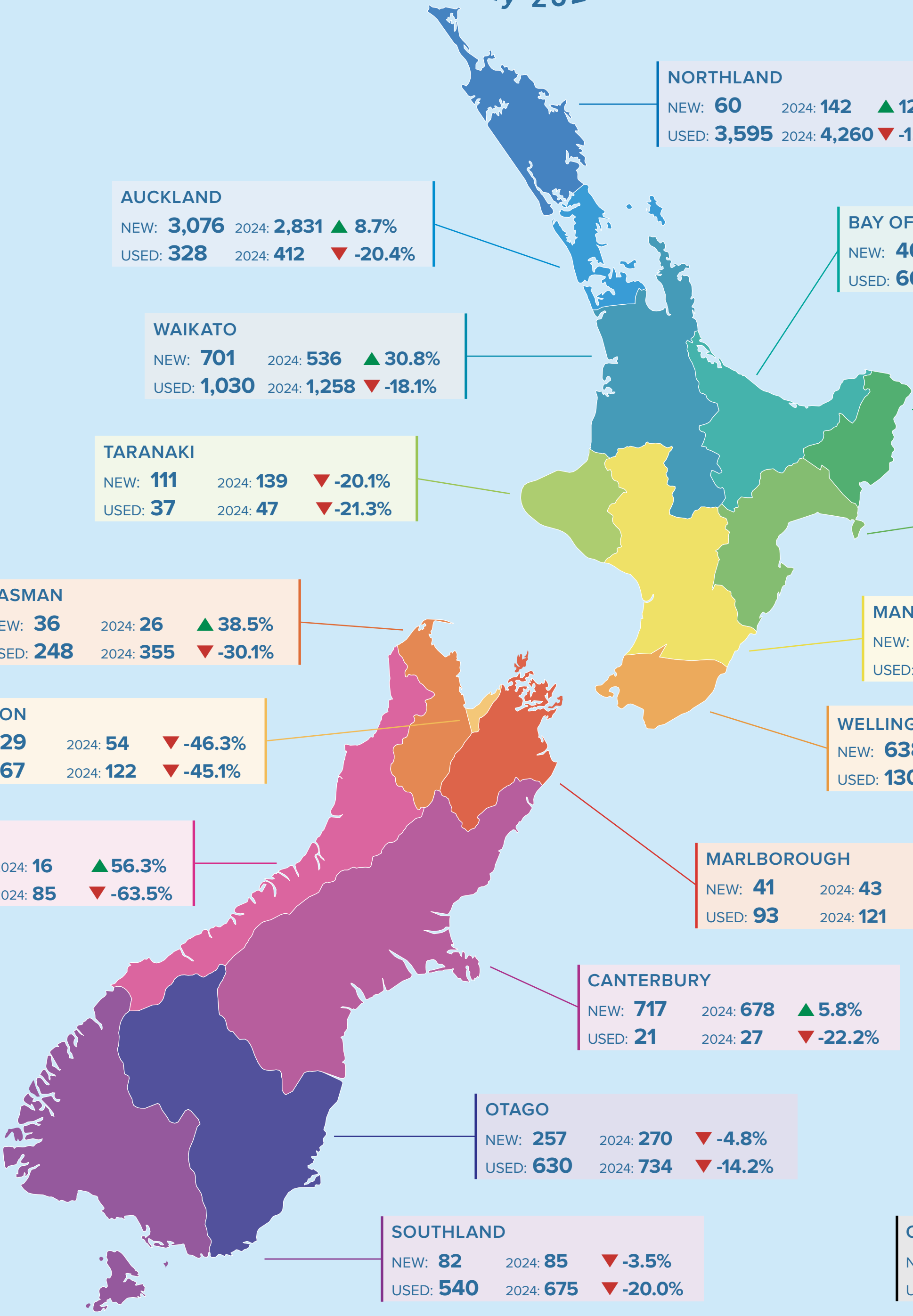
In addition, Subaru will host team members from Street Smart, who will talk about their roles at one of New Zealand's leading driver-education programmes and the importance of road safety for teenagers learning to drive.

As the organisation's official vehicle partner, Subaru of NZ provides cars for Street Smart's programmes held at Taupo, Hampton Downs and Highlands motorsport parks.

Around the Country

May 2025

Total new cars	Total imported used cars
6,815	7,273
2024: 6,350 ▲7.3%	2024: 8,877 ▼-18.1%



	NEW	2024		USED	2024	
NORTHLAND	60	142	▲ 12.7%	3,595	4,260	▼ -15.6%
AUCKLAND	3,076	2,831	▲ 8.7%	328	412	▼ -20.4%
BAY OF PLENTY	405	392	▲ 3.3%	66	34	▲ 94.1%
WAIKATO	701	536	▲ 30.8%	1,030	1,258	▼ -18.1%
GISBORNE	37	37	■ 0.0%	148	228	▼ -35.1%
TARANAKI	111	139	▼ -20.1%	37	47	▼ -21.3%
HAWKE'S BAY	220	223	▼ -1.3%	209	257	▼ -18.7%
TASMAN	36	26	▲ 38.5%	248	355	▼ -30.1%
MANAWATU-WHANGANUI	272	308	▼ -11.7%	64	71	▼ -9.9%
NELSON	29	54	▼ -46.3%	67	122	▼ -45.1%
WELLINGTON	638	564	▲ 13.1%	130	145	▼ -10.3%
WEST COAST	25	16	▲ 56.3%	31	85	▼ -63.5%
MARLBOROUGH	41	43	▼ -4.7%	93	121	▼ -23.1%
CANTERBURY	717	678	▲ 5.8%	21	27	▼ -22.2%
OTAGO	257	270	▼ -4.8%	630	734	▼ -14.2%
SOUTHLAND	82	85	▼ -3.5%	540	675	▼ -20.0%
OTHERS (Chatham Islands, overseas, unknown)	8	6	▲ 33.3%	36	46	▼ -21.7%

Imported Passenger Vehicle Sales by Make - May 2025

MAKE	MAY '25	MAY '24	+/-%	MAY '25 MKT SHARE	2025 YEAR TO DATE	2025 MKT SHARE
Toyota	2,702	3,221	-16.1%	37.2%	12,995	37.0%
Nissan	1,051	1,206	-12.9%	14.5%	4,845	13.8%
Mazda	1,033	1,137	-9.1%	14.2%	4,586	13.0%
Honda	640	789	-18.9%	8.8%	3,339	9.5%
Subaru	570	743	-23.3%	7.8%	3,206	9.1%
BMW	276	245	12.7%	3.8%	1,256	3.6%
Suzuki	192	254	-24.4%	2.6%	964	2.7%
Mercedes-Benz	148	210	-29.5%	2.0%	730	2.1%
Audi	139	166	-16.3%	1.9%	645	1.8%
Mitsubishi	125	201	-37.8%	1.7%	617	1.8%
Lexus	116	207	-44.0%	1.6%	523	1.5%
Volkswagen	80	205	-61.0%	1.1%	441	1.3%
Land Rover	50	49	2.0%	0.7%	197	0.6%
Ford	19	36	-47.2%	0.3%	97	0.3%
Porsche	16	14	14.3%	0.2%	52	0.1%
Jaguar	14	27	-48.1%	0.2%	75	0.2%
Volvo	13	12	8.3%	0.2%	70	0.2%
Mini	12	12	0.0%	0.2%	61	0.2%
Tesla	9	7	28.6%	0.1%	76	0.2%
Jeep	9	20	-55.0%	0.1%	51	0.1%
Chevrolet	7	12	-41.7%	0.1%	43	0.1%
Hyundai	5	7	-28.6%	0.1%	30	0.1%
Holden	5	7	-28.6%	0.1%	12	0.0%
Kia	4	5	-20.0%	0.1%	14	0.0%
Daihatsu	4	8	-50.0%	0.1%	19	0.1%
Chrysler	4	10	-60.0%	0.1%	22	0.1%
Haval	3	0	300.0%	0.0%	5	0.0%
Dodge	3	7	-57.1%	0.0%	21	0.1%
Triumph	2	0	200.0%	0.0%	2	0.0%
De Tomaso	2	0	200.0%	0.0%	2	0.0%
Cadillac	2	4	-50.0%	0.0%	5	0.0%
Buick	2	1	100.0%	0.0%	6	0.0%
Willys	1	0	100.0%	0.0%	1	0.0%
Smart	1	0	100.0%	0.0%	4	0.0%
Skoda	1	0	100.0%	0.0%	3	0.0%
Others	13	55	-76.4%	0.2%	132	0.4%
Total	**7,273**	**8,877**	**-18.1%**	**100.0%**	**35,147**	**100.0%**

Imported Passenger Vehicle Sales by Model - May 2025

MAKE	MODEL	MAY '25	MAY '24	+/-%	MAY '25 MKT SHARE	2025 YEAR TO DATE	2025 MKT SHARE
Toyota	Aqua	711	839	-15.3%	9.8%	3,567	10.1%
Toyota	Prius	553	715	-22.7%	7.6%	2,492	7.1%
Toyota	Corolla	365	319	14.4%	5.0%	1,771	5.0%
Nissan	Note	333	294	13.3%	4.6%	1,312	3.7%
Mazda	Axela	309	351	-12.0%	4.2%	1,393	4.0%
Honda	Fit	280	289	-3.1%	3.8%	1,394	4.0%
Toyota	C-HR	239	271	-11.8%	3.3%	1,097	3.1%
Nissan	X-Trail	217	299	-27.4%	3.0%	1,031	2.9%
Subaru	Impreza	211	281	-24.9%	2.9%	1,147	3.3%
Mazda	Demio	196	267	-26.6%	2.7%	918	2.6%
Subaru	XV	173	218	-20.6%	2.4%	953	2.7%
Nissan	Serena	150	225	-33.3%	2.1%	740	2.1%
Mazda	CX-5	144	212	-32.1%	2.0%	783	2.2%
Nissan	Leaf	136	79	72.2%	1.9%	547	1.6%
Suzuki	Swift	133	194	-31.4%	1.8%	703	2.0%
Honda	Vezel	126	154	-18.2%	1.7%	626	1.8%
Mazda	Premacy	83	98	-15.3%	1.1%	357	1.0%
Mitsubishi	Outlander	77	132	-41.7%	1.1%	373	1.1%
Toyota	Vitz	74	107	-30.8%	1.0%	416	1.2%
Toyota	Yaris	73	32	128.1%	1.0%	209	0.6%
Toyota	Camry	70	78	-10.3%	1.0%	325	0.9%
Toyota	Vellfire	69	113	-38.9%	0.9%	367	1.0%
Mazda	Atenza	64	92	-30.4%	0.9%	326	0.9%
Mazda	CX-3	55	32	71.9%	0.8%	201	0.6%
Subaru	Legacy	54	71	-23.9%	0.7%	322	0.9%
BMW	320i	52	46	13.0%	0.7%	225	0.6%
Toyota	Sai	47	61	-23.0%	0.6%	207	0.6%
Bmw	Mini	46	39	17.9%	0.6%	203	0.6%
Audi	A4	45	31	45.2%	0.6%	215	0.6%
Volkswagen	Golf	44	134	-67.2%	0.6%	262	0.7%
Toyota	Alphard	43	60	-28.3%	0.6%	254	0.7%
Mazda	CX-8	42	29	44.8%	0.6%	107	0.3%
Subaru	Forester	41	75	-45.3%	0.6%	236	0.7%
Toyota	Spade	38	81	-53.1%	0.5%	230	0.7%
Honda	Shuttle	38	35	8.6%	0.5%	186	0.5%
Others		1,942	2,524	-23.1%	26.7%	9,652	27.5%
Total		**7,273**	**8,877**	**-18.1%**	**100.0%**	**35,147**	**100.0%**

Bumper scheme to go national

The Motor Trade Association (MTA) is aiming to extend a repurposing scheme for car bumpers and plastic waste across the country by the middle of next year.

The first stage of plastic2eco was launched last month with old bumpers and inner guard liners being collected from Auckland's southern and eastern suburbs, while it's anticipated 40 businesses will be taking part in the project by the end of June.

When collected from participating collision repairers by Alloy Logistic Solutions, the plastic parts are placed in specially designed cages before being taken to Waiuku recycling business Future Post to be repurposed as fencing products.

The MTA hopes bumpers and other plastic parts from the collision-repair process will also be converted to an alternative fuel by resource management company Enviro NZ as a substitute for coal in an industrial process.

The aim is to expand plastic2eco to other Auckland suburbs, Hamilton and New Plymouth before the scheme is rolled out across the rest of the North Island late this year and then the South Island around mid-2026.

By the end of next year, it's hoped almost no bumpers will end up in landfills because an estimated 100,000 do annually currently because of crashes, repairs and insurance write-offs.

Larry Fallowfield, an MTA sector manager, says repairers have been wanting to address the problem for years, but challenges to creating a successful programme have been collection, transport and a final end-use solution.

"Collision repairers want to do the right thing by the environment, but there's simply been no way to dispose of bumpers in an environmentally supportive way," adds Fallowfield.

"The automotive industry is committed to being as environmentally responsible and proactive as possible.

"Insurance companies are critical to this programme's success. We need them to support participating repairers by paying for collecting and processing bumpers rather than leaving it to small business owners to foot the bill.

"This is a massive step for our industry and is playing an important role in a healthier, cleaner future for everyone."

Drop of 18%

There were 7,273 used-imported cars registered last month for a decrease of 18.1 per cent when compared to 8,877 in May last year.

Toyota claimed the top three models with the Aqua on 711 units, Prius on 553 and Corolla with 365. The Nissan Note was fourth with 333.

Last month's most popular marque was Toyota with 2,702 units with Nissan second on 1,051.

WIN FOR LISTINGS SITE

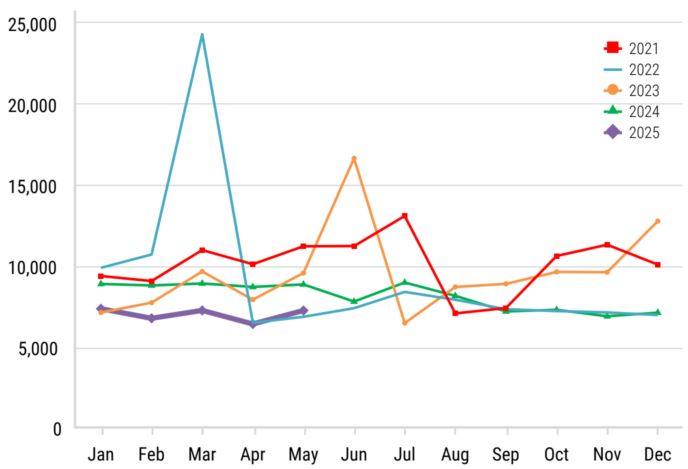
A campaign by Auto Trader – called Tell New Zealand About Your Car – has been recognised with top honours from the Out of Home Media Association Aotearoa.

The website scooped the grand prix for best out-of-home campaign, and the best use of channel and "be seen" awards.

The top prize is given to the most attention-grabbing campaign that "mixes strong creative and outstanding use of the channel". The judges say: "This campaign was a masterclass in integrating out of home to drive audience participation."

The campaign, designed to encourage private sellers to list with Auto Trader, had a twist. It turned a car listing into a national headline and gave Kiwis the chance to win their own billboard.

Used Imported Passenger Registrations - 2021–2025



Used Imported Passenger Vehicle Sales by Motive Power - May 2025

MAKE	MAY '25	MAY '24	+/- %	MAY '25 MKT SHARE	2025 YEAR TO DATE	2025 MKT SHARE
Full battery electric	152	98	55.1%	2.1%	675	1.9%
Plug-in hybrid electric	67	100	-33.0%	0.9%	279	0.8%
Non plug-in petrol hybrid	3,474	3,959	-12.3%	47.8%	16,329	46.5%
Petrol	3,483	4,620	-24.6%	47.9%	17,355	49.4%
Diesel	97	100	-3.0%	1.3%	509	1.4%
Others (includes non plug-in diesel hybrid, fuel cell)	0	0	0.0%	0.0%	0	0.0%
Total	**7,273**	**8,877**	**-18.1%**		**35,147**	

Correct classifications key

Importers need to provide accurate classifications for the clean car standard (CCS) to avoid unnecessary charges.

Changes to the scheme at the start of this year included the relaxation of carbon-dioxide targets for models classified as commercial, which come under class NA, and tougher targets for passenger vehicles in classes MA and MD.

Since then, the Imported Motor Vehicle Industry Association (VIA) has become aware of some light commercial vans from Japan being incorrectly classified as passenger vehicles at entry certification.

This has likely occurred due to historic habits of defaulting to passenger class unless specific features clearly indicated a commercial purpose.

When there is ambiguity, VIA advises vehicle inspectors should be asked to assess the correct classification.

The primary test is if the import is designed primarily for carrying goods, it should be class NA – light commercial.

It's also important to recheck imports from Japan because many were first sold as commercial in their domestic markets. These often have an "F" as the third digit in their emissions codes, which is a useful indicator during classification.

However, the class must ultimately be determined by design purpose and not origin market coding.

If importers believe vehicles have been misclassified, they should contact their entry certifier because the NZTA has confirmed only certifiers can make such changes.

Once corrected at this stage, the information will automatically flow through to the CCS' systems and any applicable adjustments will be processed.

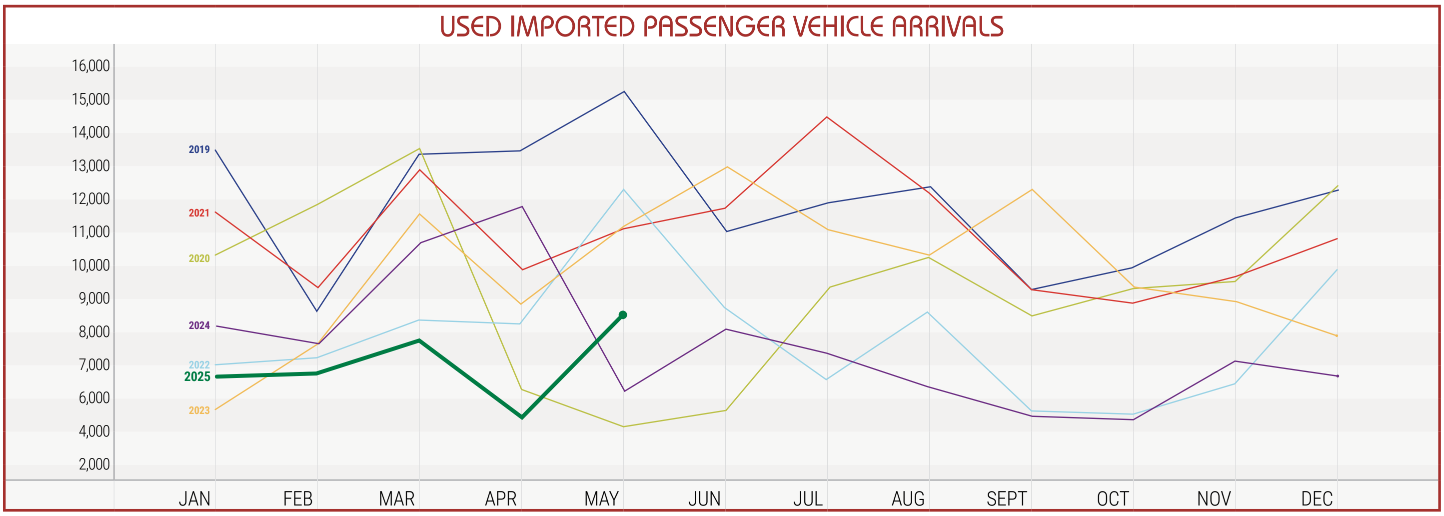
The agency's CCS team can help clarify what class has been applied to vehicles. Email CCSImporter@nzta.govt.nz or call 0800-141-801.

YEAR'S BIGGEST MONTH

There were 8,517 used passenger vehicles imported last month to bring the year-to-date total to 34,437.

May's total was the biggest month so far this year with the previous being March with 7,739.

Last month's total included 8,330 used imports from Japan. There were 152 arrivals from Australia, 14 from the US, 11 from Singapore and four from the UK.



Used Imported Passenger Vehicles By Country Of Export

COUNTRY OF EXPORT	2025 JAN '25	FEB '25	MAR '25	APR '25	MAY '25	MAY MKT SHARE %	2025 TOTAL	2024 Q1	Q2	Q3	Q4	TOTAL	MKT SHARE	2023 TOTAL	MKT SHARE
Australia	81	121	100	138	152	**1.8%**	**592**	279	357	302	347	1,285	1.5%	1,263	1.1%
Great Britain	14	25	23	10	4	**0.0%**	**76**	56	49	54	96	255	0.3%	272	0.2%
Japan	6,484	6,418	7,593	4,733	8,330	**97.8%**	**33,558**	25,429	24,909	17,868	17,834	86,040	97.5%	113,462	98.0%
Singapore	21	8	5	15	11	**0.1%**	**60**	89	62	53	52	256	0.3%	250	0.2%
USA	38	20	13	14	14	**0.2%**	**99**	44	58	75	72	249	0.3%	265	0.2%
Other countries	29	10	5	2	6	**0.1%**	**52**	30	61	25	54	170	0.2%	241	0.2%
Total	**6,667**	**6,602**	**7,739**	**4,912**	**8,517**	**100.0%**	**34,437**	**25,927**	**25,496**	**18,377**	**18,455**	**88,255**	**100.0%**	**115,753**	**100.0%**

Used electric cars being certified

Battery state of health (SoH) certificates are now being issued for second-hand Polestar 2s.

As part of the marque's pre-owned programme, in which select used EVs re-enter its partner network, the documents "transparently" show the health and capacity of their batteries.

By certifying the useable battery as a percentage, the company says customers can purchase a second-hand Polestar 2 with "peace of mind it it's in optimal condition".

Since its launch in 2020, the model has received more than 20 over-the-air software updates, allowing the model to be continuously improved.

These have led to efficiency gains by extending range via battery management, extra functionality with Apple CarPlay and Android Auto, and apps including Waze and YouTube.

With regularly scheduled updates, pre-owned customers can be assured they have the latest software features in their car, says the marque.

To be certified as a guaranteed pre-owned Polestar, each EV undergoes a 112-point inspection at an official service point.

Additionally, the marque provides independently verified mileage, service and ownership certifications to validate the status of each pre-owned vehicle, which comes a 24-month warranty and the remainder of its eight-year battery warranty.

"Thanks to our new battery SoH certificate, we've added another reason for used EV buyers to purchase a pre-owned Polestar 2," says Michael Lohscheller, chief executive officer.

"They can be confident they're getting the best example of a used car possible."

Information about SoH certificates for second-hand Polestar 3s and Polestar 4s will be published in due course.

BOOST IN BUSINESS

There were 17,224 second-hand cars sold by traders to the public last month for an increase of 11.1 per cent from 15,497 when compared to May 2024.

Trade-ins totalled 15,581 for a 17.6 per cent jump from 13,248 over the same timescale.

The number of private transactions came in at 40,793 last month. That was a decrease of 7.9 per cent from 44,307 in May last year.

SECONDHAND CAR SALES - May 2025

	DEALER TO PUBLIC				PUBLIC TO PUBLIC			PUBLIC TO DEALER		
REGION	MAY '25	MAY '24	+/- %	MARKET SHARE	MAY '25	MAY '24	+/- %	MAY '25	MAY '24	+/- %
Northland	535	482	11.0%	3.1%	1,882	1,990	-5.4%	250	214	16.8%
Auckland	5,796	5,169	12.1%	33.7%	13,441	14,856	-9.5%	6,909	5,333	29.6%
Waikato	1,774	1,647	7.7%	10.3%	4,034	4,369	-7.7%	1,395	1,158	20.5%
Bay of Plenty	1,150	1,059	8.6%	6.7%	2,837	3,218	-11.8%	652	760	-14.2%
Gisborne	163	161	1.2%	0.9%	387	390	-0.8%	50	60	-16.7%
Hawke's Bay	616	591	4.2%	3.6%	1,398	1,559	-10.3%	432	383	12.8%
Taranaki	396	376	5.3%	2.3%	1,043	1,151	-9.4%	219	186	17.7%
Manawatu-Whanganui	834	865	-3.6%	4.8%	2,088	2,279	-8.4%	1,098	815	34.7%
Wellington	1,469	1,369	7.3%	8.5%	3,043	3,418	-11.0%	1,194	1,134	5.3%
Tasman	139	164	-15.2%	0.8%	495	549	-9.8%	21	25	-16.0%
Nelson	128	108	18.5%	0.7%	389	411	-5.4%	170	203	-16.3%
Marlborough	151	121	24.8%	0.9%	399	434	-8.1%	85	81	4.9%
West Coast	135	105	28.6%	0.8%	341	304	12.2%	37	45	-17.8%
Canterbury	2,743	2,200	24.7%	15.9%	5,741	5,938	-3.3%	2,361	2,218	6.4%
Otago	821	728	12.8%	4.8%	2,097	2,235	-6.2%	526	487	8.0%
Southland	330	298	10.7%	1.9%	1,035	1,064	-2.7%	182	146	24.7%
Other	44	54	-18.5%	0.3%	143	142	0.7%	0	0	0.0%
NZ Total	**17,224**	**15,497**	**11.1%**	**100.0%**	**40,793**	**44,307**	**-7.9%**	**15,581**	**13,248**	**17.6%**

New Passenger Vehicle Sales by Make - May 2025

MAKE	MAY '25	MAY '24	+/-%	MAY '25 MKT SHARE	2025 YEAR TO DATE	2025 MKT SHARE
Toyota	1,313	1,383	-5.1%	19.3%	7,557	20.8%
Mitsubishi	749	656	14.2%	11.0%	3,708	10.2%
Kia	612	677	-9.6%	9.0%	3,542	9.7%
Ford	393	218	80.3%	5.8%	1,478	4.1%
MG	341	256	33.2%	5.0%	1,795	4.9%
Suzuki	335	505	-33.7%	4.9%	1,962	5.4%
Mazda	319	348	-8.3%	4.7%	1,651	4.5%
Hyundai	317	333	-4.8%	4.7%	1,263	3.5%
GWM	254	220	15.5%	3.7%	1,238	3.4%
Honda	211	186	13.4%	3.1%	1,550	4.3%
Subaru	202	165	22.4%	3.0%	965	2.7%
Nissan	184	146	26.0%	2.7%	1,136	3.1%
BMW	145	115	26.1%	2.1%	789	2.2%
Lexus	129	96	34.4%	1.9%	642	1.8%
Volkswagen	120	157	-23.6%	1.8%	759	2.1%
Mercedes-Benz	120	99	21.2%	1.8%	624	1.7%
Jaecoo	102	2	5,000.0%	1.5%	369	1.0%
Audi	100	100	0.0%	1.5%	466	1.3%
Land Rover	88	80	10.0%	1.3%	494	1.4%
Polestar	86	9	855.6%	1.3%	367	1.0%
Mini	86	49	75.5%	1.3%	412	1.1%
Skoda	84	71	18.3%	1.2%	429	1.2%
Omoda	61	57	7.0%	0.9%	345	0.9%
Tesla	56	76	-26.3%	0.8%	357	1.0%
Porsche	51	38	34.2%	0.7%	261	0.7%
BYD	51	53	-3.8%	0.7%	552	1.5%
Peugeot	43	17	152.9%	0.6%	277	0.8%
Volvo	37	40	-7.5%	0.5%	193	0.5%
KGM	33	10	230.0%	0.5%	229	0.6%
Cupra	29	21	38.1%	0.4%	130	0.4%
Leapmotor	25	0	2,500.0%	0.4%	69	0.2%
Jeep	19	11	72.7%	0.3%	129	0.4%
Jaguar	19	13	46.2%	0.3%	114	0.3%
Mahindra	16	20	-20.0%	0.2%	112	0.3%
Geely	15	0	1,500.0%	0.2%	27	0.1%
Isuzu	10	43	-76.7%	0.1%	80	0.2%
Aston Martin	8	4	100.0%	0.1%	27	0.1%
Opel	7	13	-46.2%	0.1%	19	0.1%
Citroen	7	5	40.0%	0.1%	23	0.1%
Ferrari	6	3	100.0%	0.1%	14	0.0%
Lamborghini	5	1	400.0%	0.1%	17	0.0%
Yamaha	4	5	-20.0%	0.1%	9	0.0%
Ineos	3	3	0.0%	0.0%	20	0.1%
Cadillac	3	0	300.0%	0.0%	7	0.0%
Others	17	46	-63.0%	0.2%	152	0.4%
Total	**6,815**	**6,350**	**7.3%**	**100.0%**	**36,359**	**100.0%**

New Passenger Vehicle Sales by Model - May 2025

MAKE	MODEL	MAY '25	MAY '24	+/-%	MAY '25 MKT SHARE	2025 YEAR TO DATE	2025 MKT SHARE
Toyota	RAV4	666	761	-12.5%	9.8%	3,805	10.5%
Mitsubishi	ASX	457	326	40.2%	6.7%	1,717	4.7%
Ford	Everest	277	154	79.9%	4.1%	863	2.4%
Kia	Seltos	274	201	36.3%	4.0%	1,434	3.9%
Mitsubishi	Outlander	167	223	-25.1%	2.5%	1,413	3.9%
MG	ZS	162	183	-11.5%	2.4%	855	2.4%
Suzuki	Swift	160	246	-35.0%	2.3%	914	2.5%
Hyundai	Kona	145	136	6.6%	2.1%	506	1.4%
GWM	Haval H6	140	84	66.7%	2.1%	583	1.6%
Mazda	CX-5	123	151	-18.5%	1.8%	661	1.8%
Nissan	X-Trail	121	88	37.5%	1.8%	633	1.7%
Kia	Sportage	119	112	6.3%	1.7%	554	1.5%
Toyota	Land Cruiser Prado	115	55	109.1%	1.7%	655	1.8%
Honda	HR-V	109	0	10,900.0%	1.6%	478	1.3%
Hyundai	Tucson	102	84	21.4%	1.5%	398	1.1%
Jaecoo	J7	102	2	5,000.0%	1.5%	369	1.0%
Toyota	Corolla Cross	102	82	24.4%	1.5%	630	1.7%
MG	MG3	96	36	166.7%	1.4%	587	1.6%
Toyota	Highlander	95	121	-21.5%	1.4%	412	1.1%
Toyota	Yaris Cross	89	83	7.2%	1.3%	427	1.2%
Subaru	Outback	88	68	29.4%	1.3%	465	1.3%
Suzuki	Jimny	87	95	-8.4%	1.3%	427	1.2%
GWM	Haval Jolion	82	80	2.5%	1.2%	389	1.1%
Mitsubishi	Eclipse Cross	80	90	-11.1%	1.2%	437	1.2%
MG	HS	74	19	289.5%	1.1%	288	0.8%
Polestar	Polestar 2	72	8	800.0%	1.1%	313	0.9%
Kia	Stonic	68	143	-52.4%	1.0%	648	1.8%
Toyota	C-HR	62	26	138.5%	0.9%	263	0.7%
Toyota	Yaris	61	74	-17.6%	0.9%	320	0.9%
Omoda	C5	61	51	19.6%	0.9%	311	0.9%
Volkswagen	Tiguan	55	58	-5.2%	0.8%	350	1.0%
Ford	Escape	54	27	100.0%	0.8%	203	0.6%
Skoda	Superb	52	12	333.3%	0.8%	166	0.5%
Nissan	Qashqai	51	38	34.2%	0.7%	414	1.1%
Tesla	Model Y	50	44	13.6%	0.7%	227	0.6%
Toyota	Corolla	50	93	-46.2%	0.7%	562	1.5%
Subaru	Crosstrek	49	59	-16.9%	0.7%	213	0.6%
Kia	Sorento	48	21	128.6%	0.7%	265	0.7%
Subaru	Forester	47	26	80.8%	0.7%	221	0.6%
Mazda	CX-3	46	44	4.5%	0.7%	196	0.5%
Mitsubishi	Pajero Sport	45	11	309.1%	0.7%	141	0.4%
Suzuki	Ignis	44	46	-4.3%	0.6%	256	0.7%
Honda	Jazz	43	71	-39.4%	0.6%	350	1.0%
Mini	Countryman	40	17	135.3%	0.6%	189	0.5%
Hyundai	Santa Fe	36	48	-25.0%	0.5%	230	0.6%
Others		1,749	1,953	-10.4%	25.7%	10,621	29.2%
Total		**6,815**	**6,350**	**7.3%**	**100.0%**	**36,359**	**100.0%**

Group expands regional presence

Ingham Motor Group has boosted its footprint in the Bay of Plenty by acquiring a dealership in Tauranga.

The existing team at Shorland Peugeot Tauranga has stayed in place at the business, which has since been rebranded as Ingham Tauranga.

Trent Ingham, managing director of the group, sees the addition as a natural extension of the company's presence across the region.

"Ingham Tauranga is a valuable asset in our portfolio," he adds. "This acquisition isn't just about expanding our reach. It's about building on the solid foundation the team has already put in place and helping them take it to the next level.

"We've always looked to bring in businesses that align well with our values and vision. This is an example of that. Having seen what they have already accomplished, we believe there's strong potential for future growth.

"We're also keen to broaden our offerings in the dealership, welcoming new brands to give our Tauranga customers even more choice."

Evan Campbell, who remains as general manager, says: "We have developed strong relationships with our customers. Becoming a part of Ingham allows us to keep delivering the service and attention they value now backed by additional support and resources.

"We're all looking forward to what's ahead. With the strength of the Ingham network behind us, we have an opportunity to build on what we've already established. We are excited about what's to come."

Plans are in motion to add further marques to Ingham Tauranga over the coming months.

Trade up

Registrations of new cars totalled 6,815 last month for a rise of 7.3 per cent compared to 6,350 during May last year.

The Toyota RAV4 was the top model on 666 units. Next up came the Mitsubishi ASX with 457, Ford Everest with 277, Kia's Seltos on 274 and Mitsubishi's Outlander with 167. Toyota was the best-selling marque with 1,313 units. Second spot went to Mitsubishi on 749 while Kia was third with 612.

DRIVE FOR ELECTRIC

Suzuki is planning to launch its first electric car in India – the e-Vitara – in a bid to catch up with its rivals there.

It isn't a pure-electric version of the existing hybrid Vitara, but its design is based on the eVX concept revealed in January 2023.

Suzuki will share the e-Vitara with Toyota, which will launch a rebadged and potentially slightly different-looking version as its second bZ-branded EV.

"We've chosen India as a global manufacturing base due to its quality product and scale merit," says Toshihiro Suzuki, president.

Maruti Suzuki is India's biggest automaker. It plans to invest the equivalent of about NZ$432 million to make the e-Vitara at its Gujarat plant.

The marque is aiming to introduce another five EVs by 2030 and wants to be the largest electric-car maker in India by March 2026.

Tata Motors dominates India's EV market and is planning new models. Also, the government there wants to attract more global players, which may intensify competition.

'POTENT' PERFORMANCE

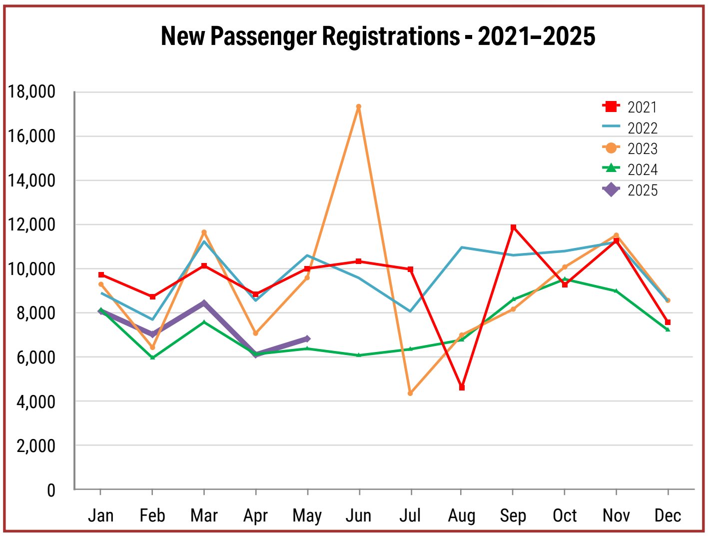
The Yukon Denali has signalled the debut of the GMC brand on both sides of the Tasman with a Kiwi sticker price of $184,990.

Deliveries got under way in May with the eight-seat SUV having completed its right-hand-drive remanufacturing in Victoria.

GMC sits between Chevrolet and Cadillac in General Motors' line-up, offering vehicles that are "rugged and refined".

Jess Bala, managing director of GM Australia and New Zealand, says: "There's no better vehicle to launch GMC in our market with the Yukon Denali's combination of potent performance, towing confidence and luxury in every seat delivering a unique proposition in the upper-large SUV space."

Made available in this part of the world by GM Specialty Vehicles, the SUV aims to a gap in the market for V8 power.



New Passenger Vehicle Sales by Motive Power - May 2025

MAKE	MAY '25	MAY '24	+/-%	MAY '25 MKT SHARE	2025 YEAR TO DATE	2025 MKT SHARE
Full battery electric	447	358	24.9%	6.6%	2,589	7.1%
Plug-in hybrid electric	311	177	75.7%	4.6%	1,610	4.4%
Non plug-in petrol hybrid	2,508	2,183	14.9%	36.8%	13,565	37.3%
Petrol	2,919	3,041	-4.0%	42.8%	15,974	43.9%
Diesel	630	591	6.6%	9.2%	2,621	7.2%
Others (includes non plug-in diesel hybrid, fuel cell)	0	0	0.0%	0.0%	0	0.0%
Total	**6,815**	**6,350**	**7.3%**		**36,359**	

Action to boost electric trucks

Drivers with a class-one licence can now legally operate heavier electric trucks under a temporary notice issued by the NZTA.

The exemption allows those normally limited to vehicles with a gross laden weight of up to 6,000kg to drive e-trucks up to a maximum of 7,500kg.

"The land-transport system is facing a challenge between the availability of cost-efficient heavier battery EVs and our driver-licensing system," says the agency.

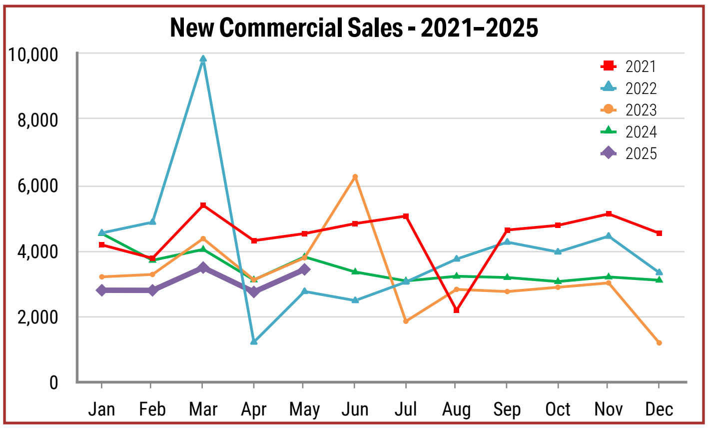
"Keeping electric trucks below the 6,000kg threshold for class one greatly reduces payload due to the weight of batteries. Achieving the equivalent payload requires the driver to move up to a class-two licence, creating a barrier in the uptake of BEVs.

"These BEVs may also sit within the work time and logbook regime, making more sustainable and lower-emissions commercial transport options less attractive. This imposes costs on industry for no safety benefit."

To qualify for the exemption, e-trucks must be in the same model range of a diesel equivalent, have the same braking system and carry batteries integrated with the chassis. The electric variant cannot exceed the dimensions of the largest diesel version up to 6,000kg.

To be eligible, fully electric models must have regenerative braking, electronic stability control, automatic emergency braking and lane-departure warning or lane-keep assist.

The NZTA adds: "The purpose of this exemption is to improve commercial operators' access to BEVs with improved safety features and provide the sector an opportunity to make gains in the decarbonisation of their fleet while ▶



New Commercial Sales by Make - May 2025

MAKE	MAY '25	MAY '24	+/-%	MAY '25 MKT SHARE	2025 YEAR TO DATE	2025 MKT SHARE
Ford	1,152	1,245	-7.5%	33.5%	3,999	26.2%
Toyota	1,079	990	9.0%	31.4%	4,320	28.3%
Nissan	238	114	108.8%	6.9%	1,171	7.7%
LDV	164	132	24.2%	4.8%	563	3.7%
Mitsubishi	159	444	-64.2%	4.6%	1,313	8.6%
Isuzu	79	188	-58.0%	2.3%	592	3.9%
Hino	54	56	-3.6%	1.6%	224	1.5%
BYD	49	0	4,900.0%	1.4%	707	4.6%
Volkswagen	45	83	-45.8%	1.3%	242	1.6%
Fiat	39	44	-11.4%	1.1%	149	1.0%
Mercedes-Benz	35	46	-23.9%	1.0%	229	1.5%
Fuso	35	96	-63.5%	1.0%	214	1.4%
Volvo	34	21	61.9%	1.0%	105	0.7%
Factory Built	34	23	47.8%	1.0%	41	0.3%
Renault	32	4	700.0%	0.9%	103	0.7%
Hyundai	29	22	31.8%	0.8%	123	0.8%
Scania	23	48	-52.1%	0.7%	166	1.1%
GWM	22	18	22.2%	0.6%	149	1.0%
Ram	20	21	-4.8%	0.6%	102	0.7%
Kenworth	17	27	-37.0%	0.5%	99	0.6%
Others	95	191	-50.3%	2.8%	638	4.2%
Total	**3,434**	**3,813**	**-9.9%**	**100.0%**	**15,249**	**100.0%**

New Commercial Sales by Model - May 2025

MAKE	MODEL	MAY '25	MAY '24	+/-%	MAY '25 MKT SHARE	2025 YEAR TO DATE	2025 MKT SHARE
Ford	Ranger	1,051	1,066	-1.4%	30.6%	3,512	23.0%
Toyota	Hilux	910	708	28.5%	26.5%	3,437	22.5%
Nissan	Navara	238	114	108.8%	6.9%	1,171	7.7%
Mitsubishi	Triton	159	444	-64.2%	4.6%	1,313	8.6%
Toyota	Hiace	134	232	-42.2%	3.9%	712	4.7%
Ford	Transit	101	179	-43.6%	2.9%	486	3.2%
LDV	T60	58	5	1,060.0%	1.7%	202	1.3%
BYD	Shark 6	49	0	4,900.0%	1.4%	707	4.6%
Fiat	Ducato	38	44	-13.6%	1.1%	147	1.0%
Toyota	Land Cruiser	35	47	-25.5%	1.0%	170	1.1%
Factory Built	Geely	34	20	70.0%	1.0%	37	0.2%
LDV	Deliver 9	30	44	-31.8%	0.9%	140	0.9%
Isuzu	D-Max	29	104	-72.1%	0.8%	331	2.2%
Hino	500	26	28	-7.1%	0.8%	97	0.6%
Mercedes-Benz	Sprinter	25	31	-19.4%	0.7%	177	1.2%
Isuzu	N Series	25	34	-26.5%	0.7%	123	0.8%
LDV	G10	25	28	-10.7%	0.7%	82	0.5%
LDV	eDeliver 3	23	15	53.3%	0.7%	61	0.4%
Isuzu	F Series	22	38	-42.1%	0.6%	100	0.7%
GWM	Cannon	22	18	22.2%	0.6%	149	1.0%
Others		400	614	-34.9%	11.6%	2,095	13.7%
Total		**3,434**	**3,813**	**-9.9%**	**100.0%**	**15,249**	**100.0%**

the government considers the growing demand for BEVs. This is a temporary solution while potential wider changes to the driver-licensing rule are progressed."

COVERAGE INCREASED

LDV, the distributor of New Zealand's largest range of commercials, has extended its warranty package to "keep Kiwi families and businesses moving".

The package includes seven years or 200,000km of coverage, whichever comes first, for models with internal combustion engines. The distance travelled drops to 160,000km for EVs. Then there's seven years of roadside assistance and warrant of fitness checks.

Kym Mellow, general manager of Inchcape NZ, LDV's local distributor, says the initiative elevates standards of the commercial-vehicle market. "This coverage is a significant step in enhancing the confidence our clients have in their purchase."

Customers who bought a new LDV from the start of 2025 need take no action because the updated package has been automatically applied retrospectively.

GETTING PLUGGED IN

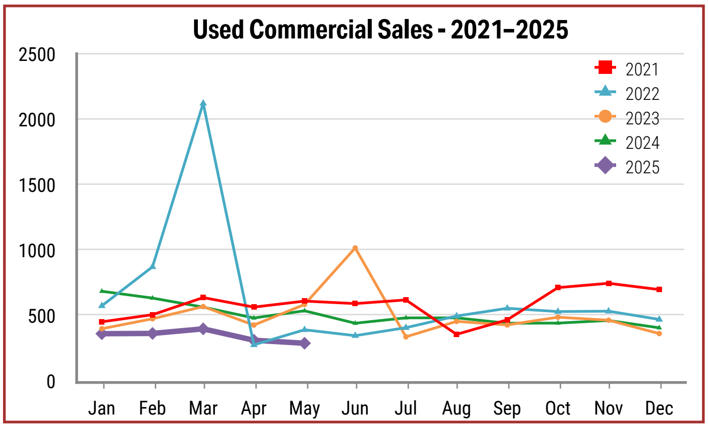
Ford NZ has confirmed prices for its Ranger plug-in hybrid before first deliveries in late June or July.

The XLT will start at $82,990, the Wildtrak is $89,990 and the new Stormtrak flagship is $94,990.

Prices for the XLT and Wildtrak are $15,500 and $13,000 more respectively than their two-litre turbo-diesel stablemates, and an extra $5,000 compared to the Wildtrak three-litre V6 variant.

Meanwhile, Geely's Farizon SuperVan has been launched here by the JW Group, a specialist in electric commercials.

The authorised distributor describes the model as a "significant step forward" by offering a combination of sustainability, safety and performance.



NISSAN INTO TOP THREE

Sales of new commercials dropped by 9.9 per cent from 3,813 in May 2024 to 3,434 last month.

Ford's Ranger topped the ladder with 1,051 units. The Toyota Hilux was second with 910 and Nissan's Navara was third on 238.

There were 290 used commercials registered last month, which was down by 46 per cent.

Used Commercial Sales by Make - May 2025

MAKE	MAY '25	MAY '24	+/-%	MAY '25 MKT SHARE	2025 YEAR TO DATE	2025 MKT SHARE
Toyota	108	278	-61.2%	37.2%	797	45.9%
Nissan	53	110	-51.8%	18.3%	324	18.7%
Isuzu	23	24	-4.2%	7.9%	108	6.2%
Ford	19	15	26.7%	6.6%	87	5.0%
Mitsubishi	16	23	-30.4%	5.5%	87	5.0%
Hino	16	38	-57.9%	5.5%	105	6.0%
Suzuki	10	9	11.1%	3.4%	33	1.9%
Mazda	7	4	75.0%	2.4%	19	1.1%
Chevrolet	6	7	-14.3%	2.1%	23	1.3%
Mercedes-Benz	4	2	100.0%	1.4%	16	0.9%
Fiat	4	0	400.0%	1.4%	11	0.6%
Daihatsu	4	3	33.3%	1.4%	21	1.2%
Dodge	3	1	200.0%	1.0%	9	0.5%
Subaru	2	0	200.0%	0.7%	3	0.2%
Fuso	2	3	-33.3%	0.7%	7	0.4%
Volvo	1	0	100.0%	0.3%	2	0.1%
Volkswagen	1	4	-75.0%	0.3%	13	0.7%
UD Trucks	1	2	-50.0%	0.3%	6	0.3%
Terex	1	0	100.0%	0.3%	2	0.1%
Scania	1	0	100.0%	0.3%	1	0.1%
Others	8	14	-42.9%	2.8%	62	3.6%
Total	**290**	**537**	**-46.0%**	**100.0%**	**1,736**	**100.0%**

Used Commercial Sales by Model - May 2025

MAKE	MODEL	MAY '25	MAY '24	+/-%	MAY '25 MKT SHARE	2025 YEAR TO DATE	2025 MKT SHARE
Toyota	Hiace	75	221	-66.1%	25.9%	595	34.3%
Nissan	NV200	16	6	166.7%	5.5%	82	4.7%
Isuzu	Elf	14	17	-17.6%	4.8%	68	3.9%
Nissan	NV350	13	72	-81.9%	4.5%	124	7.1%
Fuso	Canter	12	21	-42.9%	4.1%	64	3.7%
Toyota	Regius	11	24	-54.2%	3.8%	45	2.6%
Toyota	Dyna	11	19	-42.1%	3.8%	66	3.8%
Hino	Dutro	10	29	-65.5%	3.4%	75	4.3%
Suzuki	Carry	10	9	11.1%	3.4%	33	1.9%
Ford	Ranger	9	0	900.0%	3.1%	0	0.0%
Nissan	Caravan	9	12	-25.0%	3.1%	58	3.3%
Toyota	Toyoace	7	3	133.3%	2.4%	45	2.6%
Mazda	BT-50	6	2	200.0%	2.1%	11	0.6%
Nissan	Navara	5	2	150.0%	1.7%	11	0.6%
Nissan	Vanette	4	0	400.0%	1.4%	20	1.2%
Daihatsu	Hijet	4	3	33.3%	1.4%	21	1.2%
Mitsubishi	Triton	3	2	50.0%	1.0%	8	0.5%
Ford	Tourneo	3	2	50.0%	1.0%	8	0.5%
Chevrolet	Silverado	3	2	50.0%	1.0%	5	0.3%
Hino	Ranger	3	0	300.0%	1.0%	0	0.0%
Others		62	91	-31.9%	21.4%	397	22.9%
Total		**290**	**537**	**-46.0%**	**100.0%**	**1,736**	**100.0%**

Funding overhaul for EV chargers

Registrations rise

New-car imports in May came in at 5,760. This was down by 26.2 per cent from 7,800 recorded in the same month last year and 9.6 per cent lower than 6,369 units in April.

Registrations of 6,815 new passenger vehicles were completed last month, which was 12 per cent more than April's total and up 7.3 per cent from the 6,350 achieved in May 2024.

The numbers have resulted in the stock of new cars still to be registered falling by 1,055 to 66,230, the lowest level of the past year. Daily sales, as averaged over the previous 12 months, stand at 246 units per day – down from 276 a year ago.

May's results mean stock at-hand has dropped to 269 days if sales continue at the current rate. In the same month of 2024, it stood at 261 days.

The coalition is rolling out a funding scheme to expand the public-charging network and thereby boost demand for EVs.

It's investing $68.5 million in interest-free loans, which will cover up to half of project costs via a contestable fund.

The scheme signals the end of the road for the co-funding model overseen by the Energy Efficiency and Conservation Authority (EECA).

"The loans will bring forward private investment in public-charging infrastructure by lowering the cost of capital," says Chris Bishop, the Minister of Transport.

"They will also provide better value for money by maximising private-sector investment and keep taxpayers' contribution to a minimum."

He believes the grants administered by EECA made sense when the market was being established but the new loans, which will cover up to 50 per cent of project cost and have maximum tenure of 13 years, represent a "more sophisticated, commercial procurement model".

Applications will be assessed against value-for-money criteria to ensure finance is awarded to projects "of greatest benefit" and that the EV charging network grows "at pace".

"Under the status quo, the private sector was reluctant to invest in infrastructure until there was sufficient demand," says Bishop.

EV industry group Drive Electric says it's positive the government realises New Zealand needs more public chargers.

However, chair Kirsten Corson doubts the loan scheme will make a significant difference because the biggest barrier for companies building the infrastructure is dealing with dozens of lines companies.

"With 29 different parties we've got lacks of consistent pricing, consistent processes and visibility of network capacity."

SIXTH TOP GONG

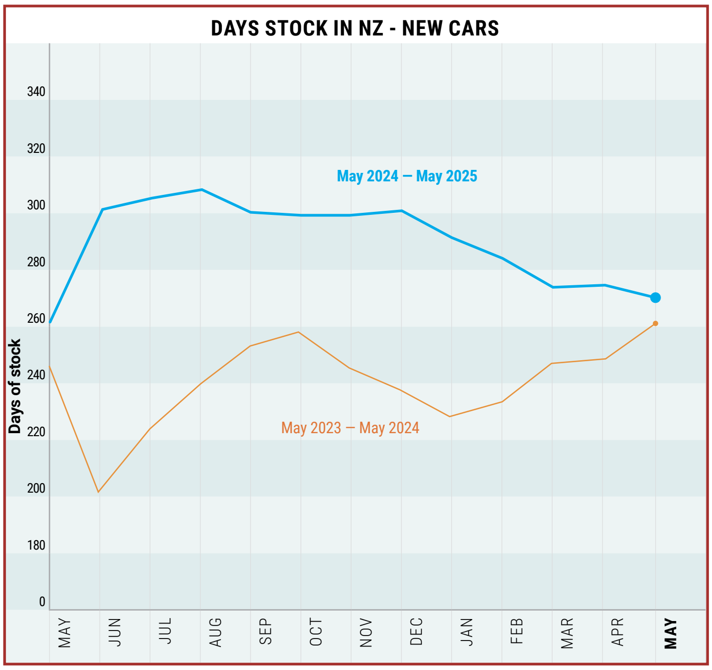
Suzuki has scooped Canstar Blue's customer satisfaction new-car award and the organisation's inaugural honour for dealership servicing.

It's the third successive and sixth top placing for the marque thanks to back-to-back wins in 2014 and 2015, 2017 and 2018, and now 2024 and 2025.

"Suzuki once again dominated and was the only brand to be

Dealer stock of new cars in New Zealand

	CAR SALES IMPORTED	CAR SALES REGISTERED	VARIANCE	STOCK	DAILY SALES - 12-MONTH AVERAGE	DAYS STOCK AT HAND
May '24	7,800	6,350	1,450	72,087	276	261
Jun '24	8,006	6,056	1,950	74,037	245	302
Jul '24	9,313	6,333	2,980	77,017	251	307
Aug '24	7,205	6,749	456	77,473	250	310
Sep '24	6,739	8,574	-1,835	75,638	251	301
Oct '24	8,331	9,488	-1,157	74,481	250	298
Nov '24	6,771	8,954	-2,183	72,298	243	297
Dec '24	6,949	7,187	-238	72,060	239	301
Jan '25	5,756	8,053	-2,297	69,763	239	292
Feb '25	5,682	6,993	-1,311	68,452	242	283
Mar '25	6,962	8,414	-1,452	67,000	245	274
Apr '25	6,369	6,084	285	67,285	244	275
May '25	**5,760**	**6,815**	**-1,055**	**66,230**	**246**	**269**
Year to date	30,529	36,359				
Change on last month	-9.6%	12.0%		-1.6%		
Change on May 2024	**-26.2%**	**7.3%**		**-8.1%**		
	LESS IMPORTED	MORE SOLD		LESS STOCK		



awarded a top five-star rating for overall satisfaction from its new-car customers," says Bruce Pitchers, editor for Canstar Blue.

"It also achieved five stars for reliability, and after-sale and point-of-sale service, plus four-star ratings for driving experience and value for money."

Aaron Wales, national automobile sales manager for Suzuki NZ, says: "Our achievement of receiving the maximum five stars in most categories reflects our loyal customers, reliable vehicles and commitment of our dealer network."

Over the past decade, the company has won the new-car award more than any other brand, which Canstar Blue says is a testament to customer satisfaction it delivers.

"It's fitting Suzuki was the winner of our inaugural dealership servicing award," say the judges.

"It took home the win with a stellar set of ratings from its happy customers."

Aaron Wales, left, and Rodney Brown, of Suzuki NZ

Across six categories surveyed in the servicing award, Suzuki achieved top ratings across all but one.

Rodney Brown, national automobile service manager, says: "The five stars awarded for after-sales service is a testament to not only the reliability of our vehicles, but also the great dealers who work with us to look after all Suzuki buyers."

CITY BRANCH OPENS

One or two auctions per week, depending on volumes, are set to be held at Turners Cars' new branch in Sydenham, Christchurch.

The full-service site, including vehicle buying and selling, as well as finance and insurance services, officially opened last month.

It has space for about 150 cars available for sale at any time with an extra 50 vehicles being prepared for customers.

The location in Moorhouse Avenue follows the launch in April of a branch in Hornby and another in Wairakei Road is due to open in July.

As part of the rollout, the company's Detroit Place facility closed on May 28.

Boost for stock

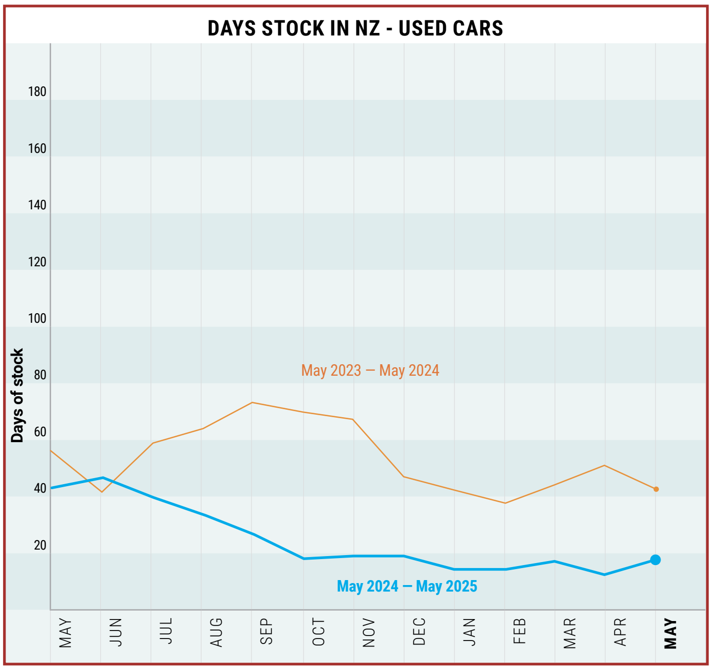
There were 8,517 used cars imported last month for an increase of 73.4 per cent from April when 4,912 units crossed our borders. The latest figure was also up by 40.3 per cent from 6,070 in May 2024.

Some 7,273 units were registered in May, a rise of 12.9 per cent from 6,440 in April this year. However, the May number was down by 18.1 per cent from 8,877 in the same month of 2024.

With 1,244 more used cars imported than registered last month – the biggest increase of the past year – unregistered stock on dealers' yards or in compliance shops came to 4,229 units.

This was 69.5 per cent lower than the 13,846 units a year ago but up by 41.7 per cent from 2,985 at the end of April.

Average daily registrations for May were 243, compared to 321 a year ago, and there is 17 days' stock remaining.



Dealer stock of used cars in New Zealand

	CAR SALES IMPORTED	CAR SALES REGISTERED	VARIANCE	STOCK	DAILY SALES - 12-MONTH AVERAGE	DAYS STOCK AT HAND
May '24	6,070	8,877	-2,807	13,846	321	43
Jun '24	7,875	7,821	54	13,900	297	47
Jul '24	7,176	8,985	-1,809	12,091	303	40
Aug '24	6,156	8,174	-2,018	10,073	302	33
Sep '24	5,045	7,198	-2,153	7,920	297	27
Oct '24	4,714	7,316	-2,602	5,318	291	18
Nov '24	7,024	6,914	110	5,428	283	19
Dec '24	6,642	7,131	-489	4,939	268	18
Jan '25	6,667	7,372	-705	4,234	264	16
Feb '25	6,602	6,789	-187	4,047	258	16
Mar '25	7,739	7,273	466	4,513	254	18
Apr '25	4,912	6,440	-1,528	2,985	247	12
May '25	**8,517**	**7,273**	**1,244**	**4,229**	**243**	**17**
Year to date	34,437	35,147				
Change on last month	73.4%	12.9%		41.7%		
Change on May 2024	40.3%	-18.1%		-69.5%		
	MORE IMPORTED	LESS SOLD		LESS STOCK		